



MAYOR AND COUNCIL AGENDA

NO. // DEPT.: / Community Planning and Development Services DATE: February 7, 2005
STAFF CONTACT: Arthur D. Chambers, AICP, Director

SUBJECT: Award of contract for Environmental Graphics in the Town Square Project.

To: Design Communication Ltd.

Boston Mass.

In the amount of: \$ 962,150 Scope of Work

\$ 96,215 10% for reimbursable, bonds, etc.

\$1,058,365

RECOMMENDATION: Award the contract to Design Communication Ltd. In the amount of \$1,058,365.

IMPACT: ☐ Environmental ☒ Fiscal ☐ Neighborhood ☐ Other:

Fiscal Impact: ☒ Within budget ☐ Over budget:

Fund: ☐ General ☒ Capital Projects ☐ Parking ☐ Water ☐ Sewer ☐ Refuse
☐ SWM ☐ Debt Service ☐ Other:

Sufficient funding is available in Town Center Account #420-600-0A80-0426 and
Town Center Garage Account #320-600-4A00-0426

DISCUSSION/HISTORY/BACKGROUND: This contract represents the actual fabrication and installation of the environmental graphics for the Town Square Project. The environmental graphics includes directional signage (both pedestrian and vehicular), street name signs, entrance/exit signage, pavement engraving in the Town Plaza, two information kiosks, "the illuminated" gateway features and directional signage in the garages. See circle 3 for a detailed list of the items to be included. Since there has not been approval of the revised plan for the "sculptures" in the plaza, only an allowance is shown for those pieces. City approval will be required before fabrication can begin on those pieces. In addition, it includes allowances for the MD355 façade treatment of the Block 4 garage and internal garage signage and graphics. Because FRIT is responsible for the vias, they will have a separate contract with the fabrication.

Selbert Perkins, the environmental graphics designer consultant and FRIT solicited qualifications and proposals for the environmental graphics fabrication and installation. Three bids were received. Attachment 1 is a letter and spreadsheet from FRIT 's representative recommending the low bidder Design Communication Ltd (DCL) in the amount of \$962,150. This amount represents reductions for the elimination of the vias from the public contract. The dollar amount shown on the spread sheet (circle 5) is the contract amount. Attachment 2 is a copy of the proposal from DCL, which includes information about the firm.

As noted above, the low bid was \$962,150. Staff is recommending that an additional 10% be added to cover reimbursables, bonds, fees etc. The total will be then \$1,058,365.


Currently the Public Improvements Budget shows \$685,000 available for environmental graphics and \$450,000 for garage amenities and signage. Those funds total \$1,135,000 available for the contract. Actual costs will be allocated to the two budgets as costs are finalized after fabrication and design.

After Mayor and Council approval of the contract, work will begin on shop drawings and fabrications. Prior to any actual fabrication or installation of the MD 355 façade on the Block 4 garage additional information will be distributed to the Mayor and Council. Prior to work on the pieces in the plaza, City approval will be needed. Any other changes or directions from the Mayor and Council from the January 31 meeting will also be included.

Sections 17-85 and 17-88 of the City Code allows the City to utilize a special procurement procedure if the Mayor and Council make a written determination that a unique or unusual circumstance exists that makes competitive procurement process contrary to the City's interest. There must be a written record of the reasons justifying the special procurement.

Therefore, approval of this agenda item will also include a finding by the Mayor and Council that the public/private nature of the Town Square project, the City's contractual obligations to comply with the terms of the amended and restated GDA (approved June 2004), the October 2003 MOU between the City and County and the mixed use buildings create unique and/or unusual circumstances. There was the competitive process previously described. These factors make the typical competitive procurement process contrary to the City's interest and justifies the special procurement procedure.

PREPARED BY:



Arthur D. Chambers, AICP, Director

APPROVE:


Eileen Morris, Contracts Officer

1/27/04
Date

APPROVE:


Scott Ullery, City Manager

1/28/05
Date

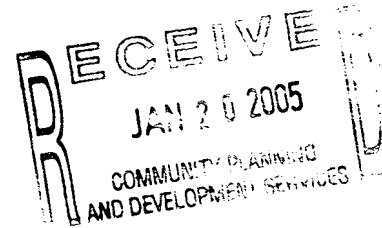
LIST OF ATTACHMENTS:

1. Letter and spreadsheet from the Federal Realty Investment Trust.
 2. Copy of proposal from Design Communications, Ltd.
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Development Management Group

January 15, 2005 (Rev.)
December 20, 2004



Art Chambers
Director Community Planning
& Development Services
City of Rockville
111 Maryland Avenue
Rockville, MD 20850

RE: Rockville Town Square
Environmental Graphics

Dear Art

As you are aware, over the past month, we have solicited qualifications and cost proposals for the Town Square environmental graphics fabrication and installation program. We solicited and received three bids. They were from Gable Signs of Baltimore, Design Communications of Boston and Nordquist Signs of Minneapolis. All three firms are experienced in large and complex sign and specialty fabrication programs of this type, and both Selbert Perkins and myself have past experience with all three.

After receipt of qualifications, pricing and evaluation, we met with and interviewed the two low bidders Gable and DCI. The IFQ was prepared with the intent to award the proposal at a design development stage to allow the contractor to work with Selbert Perkins and FRIT to develop final details, material selection, electrical requirements, structural connections to existing facilities and fabrication techniques for each element to assure the optimum use of the budget, durability of products and appropriate application of materials. The final pricing and contract agreement will then be prepared and executed before work proceeds.

After production of shop drawings and product samples, fabrication should begin in the early fall of 2005 to allow for installation in the Spring of 2006. The Contractor as part of its scope will be responsible for producing a detailed design, fabrication and installation schedule that will allow for integration within the Overall Project Development Schedule managed by FRIT.

Enclosed, please find the bid spread sheet which has been adjusted to reflect some quantity modifications, and scope adjustments. As noted DCI is the lowest bidder at \$1,215,200, against a budget of approximately \$1,447,700. We will still need to apply the actual budgets and scope to each project component to properly allocate the costs. This however will be done once final estimates are prepared and the contract executed. Also enclosed for your records are copies of DCI, Gable Signs and Nordquist Sign's proposals and qualifications.

(1)



Based on the following information, we would recommend that the city of Rockville award the proposal to Design Communications, Ltd.:

1. **Price** - DCL has provided a comparable product in each category at a price of \$101,588 under the next lowest bidder, and \$746,972 lower than the high bid. We have made adjustments for quantity discrepancies and been provided assurance that the entire job as depicted in the bid package is included in their price.
2. **Qualifications** - DCL has been in the business of commercial signage and specialty environmental graphics fabrication for over 20 years. With a staff of 110 people, offices in both Boston and Orlando, annual billings of over \$10 million, they have both the depth of personnel, financial stature and experience to assure the intended results of the RTS package. Federal Realty Investment Trust, Development Management Group and Selbert-Perkins Design all have worked with DCL on projects of similar size and complexity and would recommend them to the city as a competent and qualified fabricator.
3. **Collaborative Working Philosophy** - In a project this complex which requires research into unique materials, applications and design approaches, it is imperative that a cooperative working relationship between the client, designer and fabricator is established from the start. Equally as important to the final result and budget is that the fabricator understands and accept this approach within its budget; DCL both understands this approach and embraces it. Included in their budgeting is the time and effort to work closely with the team to prepare mockups, research alternate materials, meet with the client to discuss fabrication techniques and otherwise embrace the "team" approach to a project to assure that the client is completely satisfied with the end result and costs.

With these key points in mind, we recommend that the City of Rockville proceed with engagement of Design Communications Ltd., as they are fully qualified, provided the lowest bid, brought significant material and fabrication insight to the interview and employ the required design and fabrication teamwork required for a successful project. If you concur, please notify us so that we can prepare a letter of intent to allow us to proceed and negotiate the final agreement.

Sincerely,



Brian J. Spencer
Development Manager

bjjs
enclosures

cc: Don Briggs
Roger Rodin
John Seeley



Rockville Town Square Fabrication Bids

SIGN TYPE	DESCRIPTION	QUANTITY	DCL	GABLE	NORDQUIST
Identification					
A.1-4	Street Gateways Illuminated	4	200,400	260,000	360,000
A.5	Via Gateway, Block 1	2	9,800	9,500	19,000
A.6	Via Gateway, Block 2	2	9,400	9,500	19,000
A.7	Via Gateway, Block 3	2	12,600	18,250	38,000
A.8	Rockville Town Square ID	1	15,250	28,000	38,000
A.9	Street ID, mast arm mounted	6	13,050	4,800	8,000
A.10	Street ID, building mounted	4	3,040	2,780	3,600
A.11	Drive Through Entrance ID	1	1,550	1,500	2,200
A.12	Service Entrance ID	5	6,750	7,500	10,250
	Identification Total		271,840	341,830	498,050
Direction					
B.1	Pedestrian Direction, building mounted	3	2,640	1,785	3,225
B.2	Pedestrian Direction, freestanding	2	4,400	3,760	11,400
B.3	Vehicle Direction	15	13,050	33,000	29,625
	Direction Total		20,090	38,545	44,250
Information					
C.1-2	Information Kiosk	2	17,600	28,000	48,000
	Information Total		17,600	28,000	48,000
Amenities					
D.1	Pavement Engraving - Nature Quote	1	3,650	3,276	11,000
D.2	Pavement Engraving - Fitzgerald Quote A	1	2,725	2,470	8,500
D.3	Pavement Engraving - Fitzgerald Quote B	1	2,190	2,554	8,000
D.4	Pavement Engraving - Alphabets	1	5,920	4,838	1,500
D.5	Pavement Engraving - Musical Notes	1	5,950	5,586	16,000
D.6	Pavement Engraving - Math Equation A	1	545	864	3,500
D.7	Pavement Engraving - Math Equation B	1	545	1,800	3,750

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SIGN TYPE	DESCRIPTION	QUANTITY	DCL	GABLE	NORDQUIST
Identification					
D.8	Pavement Engraving - Math Equation C	1	545	1,800	3,575
D.9	Pavement Engraving - Math Equation D	1	545	1,440	3,500
D.10	Pavement Engraving - Math Equation E	1	545	756	3,600
D.11	Pavement Engraving - Human Genome	1	4,360	4,620	9,500
D.12	Pavilion with Fabric Canopy	1	52,100	48,000	80,000
D.13-15	Allow for new design 10/22 S/P Drwgs	9	162,000	162,000	162,000
D.13	Math Sculpture		n/a	n/a	n/a
D.14	Nature Sculpture		n/a	n/a	n/a
D.15	Literature Sculpture		n/a	n/a	n/a
D.16	Window Graphics	1	14,060	8,500	12,000
D.17	Graphic Screens	1	68,290	35,000	44,000
D.18	Greenscreen Wall	1	45,000 alw	45,000 alw	45,000
	Amenities Total		368,970	328,504	415,425
Parking					
E.1-3	Parking ID Block 5	3	9,150	7,500	22,050
E.4	Parking ID Hungerford	1	18,700	15,000	18,750
E.5	Clearance Bar	12	4,440	7,200	6,600
E.6	Column Wrap	34	50,320	48,960	45,730
E.7	Parking Elevator Flag	18	10,080	14,400	11,250
E.8	Elevator Bank ID	18	27,360	25,110	22,400
E.9	Elevator Information Panel	18	4,950	2,646	1,710
E.10	Handicap Parking ID	22	3,190	7,260	2,970
E.11	Primary Overhead Directional	12	10,080	9,540	17,400
E.12	Secondary Overhead Directional	33	21,120	24,585	16,335
E.13	Exterior Room ID	14	1,400	844	1,190
E.14	Exterior Stair ID	28	2,800	1,689	2,380
E.15	Stop Sign	8	3,760	6,320	6,600
E.16	Loading Sign	13	7,150	3,770	4,550
	Parking Total		174,500	174,824	179,915

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DESIGN COMMUNICATIONS LTD

21 October 2004

Mr. Brian J. Spencer
Development Management Group
5017 Durham Road East
Columbia, MD 21044

Dear Brian:

Attached please find the signage and amenities proposal for the **Rockville Town Square** project as outlined in the request for qualifications prepared by your office, and as outlined in the drawings dated September 9, 2004, provided by Selbert Perkins Design Collaborative.

The proposal is based on working with the project team to realize a complete program that meets the design criteria and fits the agreed budget. The pricing takes into consideration project coordination and administration, design engineering, shop drawings, site visits, samples, materials, fabrication, finishing, delivery, foundations, installation, insurance, and permits as noted. The pricing does not take into consideration any applicable taxes or fees. In addition we have not included bringing electrical service to the signs that require it, and we have not provided a value for the plantings or the plumbing required for the plantings. These items are noted on the price matrix and we can all discuss what an appropriate allowance should be.

This is an exciting project and we would welcome the opportunity to be a part of the team. We hope that you will view our experience and knowledge to be of significant benefit toward realizing a successful project for all. Thank you for inviting us to prepare this proposal. Should you have any questions or comments please do not hesitate to call.

Sincerely,



Mark Andreasson
President

cc: John Seeley, SPDC

**DESIGN COMMUNICATIONS LTD.
ROCKVILLE TOWN SQUARE PROPOSAL**

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PROJECT UNDERSTANDING

Rockville Town Square is a mixed-use development located on six city blocks in downtown Rockville Maryland. The work will consist of 2 new city streets, public sidewalks, plazas, 175,000 square feet of retail and restaurant space, a 66,000 square foot civic cultural arts center, 1000+ public parking spaces, residential units and a new public library.

This proposal is to work with the existing team to provide design engineering, cost analysis, project coordination, fabrication, and installation of various site amenities and signage as outlined in the documents prepared by Selbert Perkins Design Collaborative.

2.b.1

QUALIFICATIONS BRIEF

Design Communications Ltd. was founded in 1984 as a privately held Massachusetts Corporation. We have successfully completed more than 500 major projects involving architectural specialty elements, signage and environmental graphics over the past 20 years.

Our philosophy has always been to be the absolute best at what we do. We have had the pleasure of working with many of the finest architects, designers, owners, developers and contractors in the world.

2.b.2

OFFICERS

Mark Andreasson, *President*

Twenty-six years involvement with the production and implementation of architectural signage and specialties in construction. Mr. Andreasson is one of the founders of *Design Communications, Ltd.* in 1984.

Mr. Andreasson has participated in several hundred significant signage and wayfinding projects throughout the world and through *Design Communications* has contributed to the establishment of many "industry standard" procedures. As a board member of the Society for Environmental Graphic Design (SEGD), Mr. Andreasson presents workshops throughout the United States for architects, specifiers, contractors, and designers about materials, technology, engineering, and management practices as they pertain to specialty fabrication and wayfinding projects.

Craig Kutner, *Executive Vice President*

Twenty-four years of involvement with the production and implementation of architectural signage and specialties. Mr. Kutner, co-founder of *Design Communications* in 1984, currently focuses on general business management and contract oversight.

Through the years, he has utilized his extensive experience to coordinate production management and materials, which places *Design Communications* on the leading edge of the architectural signage industry.

2.b.3

KEY PERSONNEL

Harvey E. Whiteway, *Director of Project Development*

Thirty-seven years in the custom signage and graphics industry. Mr. Whiteway has been with *Design Communications* for 5 years. Mr. Whiteway is responsible for strategic planning, quality procedural oversight for projects administration, and day-to-day direction of project development for *Design Communications*.

Mr. Whiteway has executive experience as president of his own custom sign company for twenty-five years. He has practical working knowledge of all aspects of the sign industry, experience in event management, graphic design, ISO compliance, and consultation within the industry.

Senior Project Manager: Frederick M. Holland

Mr. Holland has over twenty years of experience producing custom architectural graphics. He has worked at *Design Communications* since its inception in 1984. He has a practical working knowledge of almost all aspects of the sign industry. Projects managed by Mr. Holland include *Trans World Dome*, St. Louis, MO, *Royal Caribbean Cruise Lines* projects, *Diagonal Mar*, Barcelona, Spain, *Ericsson Village*, Plano, TX, *Cisco Systems*, Boxborough, MA, *Coastal Grand Mall of South Carolina*, *Dartmouth Hitchcock Medical Center*, Lebanon, NH, *New York Hall of Sciences*, and *Madrid Xanadu*, Madrid, Spain.

Mr. Holland holds a Bachelor of Science degree in Industrial Engineering from the *University of Lowell*.

Senior Project Manager: Karen Gorczyca

Ms. Gorczyca has over eighteen years of experience producing custom architectural graphics.

She has been a project manager for *Design Communications* for the last eleven years and is fully integrated with the infrastructure of the company. She handles all communications with the client and is responsible for overseeing design engineering, material procurement, scheduling of production, and supervision of installation.

While at *Design Communications* she has managed many projects including *Mohegan Sun Casino*, *Beth Israel Hospital*, *Columbia University*, *The Aruba Marriott Hotel and Casino*, *Smith College*, *University of Rochester*, *Sotheby's*, *Swiss Bank*, *Hilton Tobago*, *Prudential Office Tower*, *The Boston College Stadium*, *Time Warner/CNN*, *Altria*, and *The Clinton Presidential Center* among others.

Karen studied fine arts at the *Pratt Institute* in Brooklyn, NY.

Senior Project Manager: Kurt Henry

Mr. Henry started with *Design Communications* in 1984 as a lead fabricator and project manager. He has managed many of the company's largest and most prestigious projects such as *Faneuil Hall Marketplace*, *Brigham and Women's Hospital*, *Yale New Haven Hospital*, *The Fleet Center*, *Hartsfield International Airport* in Atlanta and *Citicorp Center* in New York. He is currently overseeing the completion of *Logan Airport Terminal E*, *International Gateway* and the new *Delta Terminal A* in Boston.

Mr. Henry holds a project management certificate from *Northeastern University* and a BFA from *Massachusetts College of Art*. He has also studied Mandarin Chinese language and Chinese culture and history while attending *Taipei Normal University*.

Project Engineer: Zak Pruyn

Mr. Pruyn is responsible for the supervision of design/engineering, shop drawings, material specifications, and fabrication methods. Mr. Pruyn has worked with *Design Communications* since 1985. As a Senior Project Engineer, he has directed the design engineering of several hundred challenging projects including *Citicorp Building Identification Project* in New York City, *Disney Gateways* in Orlando, and *Madrid Xanadu Mall* in Madrid, Spain.

Mr. Pruyn holds two degrees, a Bachelor of Fine Arts and a Bachelor of Industrial Design, from the *Rhode Island School of Design*.

General Manager, Boston: Michael G. McCarthy

Mr. McCarthy has worked at *Design Communications, Boston*, since 1999. He is responsible for management of all resources related to the production process. This includes all departments involved in production of engineering/shop drawings, graphic layouts, material sourcing, fabrication, assembly, finishing, inspection, and installation. He is also involved in strategic planning and daily direction of central scheduling.

Mr. McCarthy holds a Bachelor of Science degree in Mechanical Engineering and Visual Arts from the *University of Massachusetts*.

General Manager, Orlando: Micheal Beckstead

Mr. Beckstead has responsibility for the operations of *Design Communications, Orlando*. He is responsible for management of all resources related to the production process. With over thirty years of fabricating and management experience, Mr. Beckstead has a vast knowledge of the materials and processes used in the manufacture of custom architectural signage. He is also involved in strategic planning and daily direction of central scheduling. Before he began his tenure at *Design Communications*, Mr. Beckstead had managed elsewhere in the sign industry for 11 years, and his career also includes 18 years in finance and leadership of 2 other corporations.

Mr. Beckstead holds a B.A. and an M.B.A. in Business Management and Accounting from *Avila College in Kansas City, Missouri*.

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2.b.4

CORPORATE STRUCTURE / OWNERSHIP

Design Communications Ltd. was established in 1984 as a Massachusetts S Corporation. There are currently 3 shareholders, all of them involved in the day to day operation of the business.

2.b.5

FINANCIAL

Annual Billings by Year:

2004: \$ 10,900,000. (projected)

2003: \$ 10,774,794.

2002: \$ 10,681,077.

2001: \$ 8,546,166.

It is our policy not to include financial statements as part of any proposal package. We would be happy to share our financial information with a specific qualified individual that we can direct the documents to with the assurance that they will be held securely and in confidence.

2.c, 2.d

PARTIAL LIST OF PROJECTS AND CLIENTS – CURRENT AND COMPLETED

Project Criteria: \$50,000.+

** Indicates multiple projects completed for the same client*

Museums, Parks, Theme Parks, Aquariums, Zoos, and Stadiums

Battery Park, New York, NY*

Biltmore Theatre, New York, NY

Boston Museum of Science, Boston, MA

Boston College's Alumni Stadium, Chestnut Hill, MA

Brooklyn Museum, Brooklyn, NY*

Carnegie Hall, New York, NY

Clinton Presidential Center, Little Rock, AR

Dahesh Museum of Art, New York, NY

Walt Disney World, Lake Buena Vista, FL*

Exploration Place, Wichita, KS

Fleet Center, Boston, MA*

Harvard's Arnold Arboretum, Boston, MA

Manhattan Theatre Club, New York, NY*

Mary Baker Eddy Library, Boston, MA*

Metropolitan Museum of Art, New York, NY

Motor Cities, Detroit, MI

National Marine Sanctuary, The Keys, FL

New England Aquarium, Boston, MA

New York Botanical Garden, Bronx, NY

New York Public Library, Lincoln Center, NY

Norman Rockwell Museum, Stockbridge, MA

Norton Museum of Art, West Palm Beach, FL

Oceanario de Lisboa, Lisbon, Portugal

Plimoth Plantation, Plymouth, MA

Roger Williams Zoo, Providence, RI

Scandinavia House, New York, NY

Seaworld, Orlando, FL*

South Carolina Heritage Quarter, Statewide, SC

Tampa Bay Ice Palace, Tampa, FL

Tilles Center for the Performing Arts, Brookville, NY

Transworld Dome, St. Louis, MO

Tyler Arboretum, Philadelphia, PA

Universal Islands of Adventure, Lost Continent, Orlando, FL

Universal Islands of Adventure, Port of Entry, Orlando, FL

Wheeling National Heritageway, Wheeling, WV

Worcester Art Museum, Worcester, MA

Universities

Baruch College, <i>New York, NY*</i>	New York University, <i>New York, NY*</i>
Berklee College of Music, <i>Boston, MA</i>	New York University Hall of Science, <i>Concordia Park, NY</i>
Boston College, <i>Chestnut Hill, MA</i>	New York University School of Law, <i>New York, NY*</i>
Brandeis University, <i>Waltham, MA</i>	Northeastern University, <i>Boston, MA</i>
Bryant College, <i>Smithfield, RI</i>	Princeton University, <i>Princeton, NJ</i>
College of the Holy Cross, <i>Worcester, MA</i>	Rhode Island School of Design, <i>Providence, RI</i>
Columbia Law School, <i>New York, NY*</i>	Roger Williams College, <i>Providence, RI</i>
Columbia School of Social Work, <i>New York, NY</i>	Salem State College, <i>Salem, MA*</i>
Dartmouth College, <i>Dartmouth, NH</i>	Sara Lawrence College, <i>Bronxville, NY</i>
Emerson College, <i>Boston, MA</i>	Smith College, <i>Northampton, MA*</i>
Harvard Business School, <i>Boston, MA</i>	Tufts University, <i>Medford, MA</i>
Harvard Dental School, <i>Boston, MA</i>	Union College, <i>Schenectady, NY</i>
Harvard Law School, <i>Boston, MA</i>	University of Massachusetts, <i>Amherst, MA</i>
Harvard Medical School, <i>Boston, MA*</i>	University of Rhode Island, <i>Kingston, RI*</i>
Harvard University, <i>Boston, MA*</i>	University of Rochester, <i>Rochester, NY*</i>
Hebrew College, <i>Newton, MA</i>	University of the Sciences, <i>Philadelphia, PA</i>
Massachusetts College of Pharmacy, <i>Boston, MA</i>	Westover School, <i>Middlebury, CT</i>
Middlebury College, <i>Middlebury, MA</i>	Wharton School, <i>Philadelphia, PA</i>
Middlesex Community College, <i>Lowell, MA</i>	Williams College, <i>Williamstown, MA</i>
MIT Stata Center, <i>Cambridge, MA</i>	Worcester Polytechnic Inst. Campus Ctr., <i>Worcester, MA</i>
Mount Holyoke College, <i>South Hadley, MA</i>	

Corporate & Office

111 Huntington Avenue, <i>Boston, MA</i>	First Data Corporation, <i>Boston, MA; Providence, RI</i>
125 High Street, <i>Boston, MA</i>	Houghton Mifflin Company, <i>Boston, MA</i>
500 Boylston Street, <i>Boston, MA</i>	John Adams/Suffolk County Courthouse, <i>Boston, MA</i>
515 Fifth Avenue, <i>New York, NY</i>	Merrill Lynch, <i>Boston, MA</i>
Altria, <i>various locations*</i>	Moakley Courthouse, <i>Boston, MA</i>
Australia and New Zealand Bank, <i>New York, NY</i>	NBC Studio B, <i>New York, NY</i>
Bank of America, <i>New York, NY*</i>	Orange County Courthouse, <i>Orlando, FL</i>
Bank of Boston, <i>Boston, MA</i>	Polaroid, <i>Cambridge, MA</i>
Baxter Healthcare Corporation, <i>Lexington, MA</i>	Rockefeller Center, <i>New York, NY</i>
Cisco, <i>Boxborough, MA</i>	Samsung, <i>New York, NY*</i>
Citicorp, <i>New York, NY*</i>	Sotheby's, <i>New York, NY*</i>
Deloitte & Touche, <i>New York, NY; Stamford, CT*</i>	Staples, <i>Framingham, MA*</i>
Digital, <i>Maynard, MA</i>	State Street, <i>Boston, MA</i>
Duracell Headquarters, <i>Bethel, CT</i>	SwissBank, <i>Stamford, CT</i>
Ericsson, <i>Plano, TX</i>	Time Warner/CNN, <i>New York, NY*</i>
Fidelity Investments, <i>Nationwide*</i>	United Federation of Teachers, <i>New York, NY</i>

Shopping Malls, Retail, Entertainment, Restaurants

AMC Theatres, <i>FL, KS, MO, TX*</i>	King of Prussia Mall, <i>King of Prussia, PA</i>
American Girl Flagship Store, <i>Chicago, IL</i>	Lafayette Square Mall, <i>Indianapolis, IN</i>
Atrium Mall, <i>Chestnut Hill, MA*</i>	Learningsmith, <i>Nationwide*</i>
Cambridge Side Galleria, <i>Cambridge, MA</i>	Maine Mall, <i>Portland, ME</i>
Centro Colombo, <i>Lisbon, PORTUGAL</i>	Mall of South Carolina, <i>Myrtle Beach, SC</i>
Coastal Grand Mall, <i>Myrtle Beach SC</i>	Market East, <i>Philadelphia, PA</i>
Diagonal Mar, <i>Barcelona, SPAIN</i>	Mega Centro, <i>Santo Domingo, REP. DOMINICANA</i>
Disney Marketplace, <i>Orlando, FL*</i>	Muvico Theatres, <i>FL, TN, MD*</i>
Disney's Quest, <i>Lake Buena Vista, FL</i>	Natick Mall, <i>Natick, MA</i>
Fair Oaks Mall, <i>Fairfax, VA</i>	Northbrook Mall, <i>Chicago, IL</i>
Faneuil Hall Marketplace, <i>Boston, MA*</i>	Pentagon Row, <i>Arlington, VA</i>
Fourth Street Live, <i>Louisville, KY</i>	Providence Place Mall, <i>Providence, RI</i>
Franklin Mills Mall, <i>Philadelphia, PA*</i>	Scholastic Store, <i>New York, NY</i>
Galleria Mall, <i>Fort Lauderdale, FL</i>	Shops at Willowbend, <i>Plano, TX</i>
Grand Avenue Mall, <i>Milwaukee, WI*</i>	Viruhouse, <i>Tallinn, ESTONIA</i>
Great Lakes Crossing, <i>Auburn Hills, MI</i>	Xanadu, <i>Madrid, SPAIN</i>
Gurnee Mills Mall, <i>Gurnee, IL</i>	Zona Rosa, <i>Kansas City, MO</i>
Hear Music, <i>Chicago, IL</i>	

Hospitality Industry - Hotels / Resorts / Cruise Ships

Atlantis Paradise Island, <i>Paradise Island, Bahamas</i>	Hilton Times Square, <i>New York, NY</i>
Boca Raton Resort and Club, <i>Boca Raton, FL</i>	Hilton Tobago Resort, <i>Tobago, W.I.</i>
Charles Square Hotel, <i>Cambridge, MA</i>	Marriott Aruba Resort & Casino, <i>Aruba, N.A.</i>
Commonwealth Hotel, <i>Boston, MA</i>	Marriott World Center, <i>Orlando FL*</i>
Diplomat Resort and Country Club, <i>Hallandale, FL*</i>	Myrtle Beach Convention Center, <i>Myrtle Beach, SC</i>
Disney's All Star Resorts, <i>Lake Buena Vista, FL*</i>	Royal Caribbean Cruise Ship Explorer, <i>Turku, Finland</i>
Disney's Contemporary Resort, <i>Lake Buena Vista, FL</i>	Royal Caribbean Cruise Ship Voyager, <i>Turku, Finland</i>
Disney's Cruise Ship Magic, <i>Port Canaveral, FL</i>	Royal Caribbean Ships Eagle 3, 4, 5 <i>Turku, Finland*</i>
Disney's Cruise Ship Wonder, <i>Port Canaveral, FL</i>	Sheraton Worldwide, <i>Boston, MA*</i>
Disney's Institute, <i>Lake Buena Vista, FL*</i>	Sonesta Resorts, <i>Aruba; Bermuda; FL; MA</i>
Disney's Old Key West Resort, <i>Lake Buena Vista, FL*</i>	Sun International, Mohegan Sun Casino, <i>Uncasville, CT</i>
Doubletree's Newport Islander Resort, <i>Newport, RI</i>	Trump Taj Mahal, <i>Atlantic City, NJ</i>
Grand Hyatt, <i>New York, NY*</i>	University Park Hotel at MIT, <i>Cambridge, MA</i>
Grand Lakes Resort – Marriott / Ritz, <i>Orlando, FL</i>	Westin Diplomat Resort & Country Club, <i>Hallandale, FL*</i>

Healthcare & Institutional

Beth Israel / Deaconess Hospital, <i>Boston, MA*</i>	Massachusetts General Hospital, <i>Boston, MA*</i>
Boston Children's Hospital, <i>Boston, MA*</i>	Mayo Clinic, <i>Rochester, MN; Jacksonville FL; Scottsdale, AZ</i>
Brigham and Women's Hospital, <i>Boston, MA*</i>	Monroe County Detention Center, <i>Key West, FL</i>
Cape Cod Hospital, <i>Hyannis, MA</i>	New England Medical Center, <i>Boston, MA</i>
Children's Hospital, <i>Boston, MA*</i>	Philadelphia Children's Hospital, <i>Philadelphia, PA</i>
Crotched Mountain Rehabilitation Center, <i>Greenfield NH</i>	Seabcoook Valley Hospital, <i>Pittsfield, ME</i>
Dartmouth Hitchcock Medical Center, <i>Lebanon, NH*</i>	South Shore Hospital, <i>Weymouth, MA</i>
Duke University Medical Center, <i>Durham, NC</i>	St. Vincent's Comprehensive Cancer Center, <i>New York, NY</i>
Elliott Hospital, <i>Concord, MA</i>	St. Elizabeth's Hospital
Exeter Hospital, <i>Exeter, NH</i>	Suffolk County Correctional Facility, <i>Boston, MA</i>
Faulkner Hospital, <i>Boston, MA</i>	The Villages Medical Center, <i>Orlando, FL</i>
Hebrew Rehabilitation Center, <i>Boston, MA</i>	West End Correctional Facility, <i>BERMUDA</i>
Helen Ellis Memorial Hospital, <i>Tarpon Springs, FL</i>	Yale New Haven Hospital, <i>New Haven, CT</i>
Latrobe Hospital, <i>Latrobe, PA</i>	Zucker Hillside Hospital, <i>Glen Oaks, NY</i>

Airports & Transit

Hartsfield International Airport, <i>Atlanta, GA*</i>	Richmond Airport Garages, <i>Richmond, VA</i>
Logan International Airport, <i>Boston, MA*</i>	Houston Hobby Airport, <i>Concessions, Houston, TX</i>
Miami International Airport, <i>Concessions, Miami, FL*</i>	O'Hare International Airport, <i>Chicago, IL</i>
Midway Airport, <i>Chicago, IL*</i>	Worcester Regional Airport, <i>Worcester, MA</i>

Parking Facilities and Streetscapes

100 Clarendon Street Garage, <i>Boston, MA</i>	Fair Oaks Mall Parking Facilities Signage, <i>Fairfax, VA</i>
500 Boylston Street Garage, <i>Boston, MA</i>	Logan Int'l Airport West and Central Garages, <i>Boston, MA</i>
Amtrak Rte 128 Garage, <i>Dedham, MA</i>	Massachusetts General Hospital Garages, <i>Boston, MA</i>
Angels Walk, <i>Los Angeles, CA*</i>	Mega Centro Parking Garage, <i>SD, REP. DOMINICANA</i>
Atlantis/Paradise Island Street signs, <i>Nassua, BAHAMAS</i>	MIT University Park Garages, <i>Cambridge, MA</i>
Atrium Mall Parking Garage, <i>Chestnut Hill, MA</i>	Mohegan Sun Casino, <i>Parking & Wayfinding, Uncasville, CT</i>
Beth Israel Deaconess Hospital Garage, <i>Boston, MA*</i>	Motor Mart Garage, <i>Boston, MA</i>
Boston Common Garage, <i>Boston, MA*</i>	Natick Mall Parking Facilities, <i>Natick, MA</i>
Brigham and Women's Hospital Garage, <i>Boston, MA*</i>	Pentagon Row Parking Garages, <i>Arlington, VA</i>
Cambridgeside Galleria Garages, <i>Cambridge, MA</i>	Prudential Center Garage, <i>Boston, MA</i>
City of Altoona Streetscape, <i>Altoona, PA</i>	Richmond Int'l Airport Parking Facilities, <i>Richmond, VA</i>
Colonnade Residences Garages, <i>Boston, MA</i>	Richmond Riverfront, <i>Richmond, VA*</i>
Disney's All Star Resort, <i>Parking, Orlando, FL*</i>	Ronald Reagan Building Garage, <i>Washington, DC</i>
Disney's City of Celebration Street Signage, <i>FL*</i>	Royal Dock Yard Street Signage, <i>West End, BERMUDA*</i>

2.e

PROJECTS OF SIMILAR SCOPE AND COMPLEXITY

University Park, Cambridge, MA

Urban mixed-used development encompassing several blocks. Scope included parking facilities, office, biotech, hotel, restaurant, retail, street signage, pedestrian and vehicular directional, park amenities and sandblasting of walkways.

Client: Forest City Development
Contact: David Bernstein, Carin Herring 617-914-2521
Project Value: \$1,056,800. cumulative 20+ contracts since 2000.
Designers: Selbert Perkins Design Collaborative, Arlington, MA
Burke + Design, Marblehead, MA

Town of Celebration, Celebration, FL

Disney's model community. Scope includes retail, office, street signage, directional, primary identity, and park signage.

Client: Celebration Community Development District
Contact: Matt Forbes – Disney personnel are not allowed to give references.
Project Value: \$1,015,400. cumulative 10+ contracts since 1997.
Designers: Pentagram, New York, NY

Fourth Street Live, Louisville KY

Redevelopment of entertainment district encompassing one city block. Scope includes retail, site identity towers, media tower, pedestrian and vehicular directionals, directories and food court.

Client: The Cordish Company
Contact: Gary Darnell, Blake Cordish 502-584-7170
Project Value: \$557,500.
Designers: Selbert Perkins Design Collaborative, Marina del Rey, CA

Grand Avenue Mall, Milwaukee WI

Redevelopment of an urban mall covering two city blocks. Scope includes site identity sculpture, entry identities, large exterior aluminum "banners", directories, decorative wall graphics, retail, terrazzo floor lettering, office and directional.

Client: Northwestern Mutual Life Insurance Company
Contact: Gary Klacik, Faison - 240-497-0528
Project Value: \$1,128,100. cumulative 2 contracts since 2002.
Designers: Kiku Obata and Company, St. Louis, MO
KA Architects, Cleveland, OH

Madrid Xanadu, Madrid SPAIN

1.4 million square foot shopping and entertainment complex. Scope includes parking lot, signage, entryway sculptures, railings, directories, wayfinding, tenant, and specialty elements.

Client: Mills Global
Contact: John Wallace, Debra Warner 011-34-91-103-6000
Project Value: \$1,930,600.
Designers: Communication Arts, Boulder, CO,
Kiku Obata & Company, St. Louis, MO

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PRODUCTION FACILITIES

Design Communications Ltd. has a 56,000 square foot management and manufacturing facility in Boston Massachusetts; a 22,000 square foot management and manufacturing facility in Orlando, Florida; and a management office in New York City. All of the facilities are networked with one another.

Boston and Orlando have complete fabrication capabilities that include CNC machining, metal working, spray painting, silkscreen printing, sandblasting, vinyl and photopolymer production. Combined with our network of vendors that provide specialty services such as hydro machining, metal casting, glass production, neon, acid etching, stonecutting, there is no process or technology that is unavailable to us.

Projects are tracked with a sophisticated job costing software designed specifically for DCL. Shop drawings are done in AutoCAD. We can translate from any number of other drawing and graphics programs whether Mac or PC based.

Apart from specific project team meetings, each facility holds a weekly project management meeting at which time every project is reviewed with senior management to monitor client needs, service, budget, schedule, product quality and contract issues. In this forum project managers can draw on the collective experience of the group to address any general questions or project issues that may arise. It is also used as a weekly training session to keep the project managers abreast of general industry issues and management techniques.

Personnel Distribution and Design & Engineering capabilities:

Senior Management	5
Administrative and Maintenance	9
Project Development	7
Project Management	9
Design and Engineering	7
CNC	2
Graphics / Screening / Polymer	12
Fabrication	42
Preparation and Finishing	10
<u>Installation Coordinators</u>	<u>4</u>
TOTAL	107

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ROCKVILLE TOWN SQUARE – TEAM MEMBER RELATIONSHIPS

We have worked on the following projects with members of the Rockville Team:

Brian Spencer:

Pentagon Row, Alexandria VA – Retail, office complex

Perimeter Mall, Atlanta, GA – small signage enhancement program

Selbert Perkins Design Collaborative:

Fourth Street Live, Louisville, KY

Colonnade Residences, Boston, MA

Cambridgeside Galleria Parking Garages, Cambridge MA

University Park, Cambridge MA

Staples Headquarters, Natick, MA

State Street Tower, Boston, MA

Providence Place Mall, Providence RI

Hilton Times Square, New York, NY

111 Huntington Tower, Boston, MA

South Carolina Heritage Corridor, SC

2.h

NARRATIVE

We feel that the quality of the product and the service that we deliver is best demonstrated by the strong ongoing relationships we have established over the years with many owners, developers, designers and architects. Reviewing the project lists will give you some idea of the multiple projects performed for many of our clients, but beyond that we can list 10 design or architectural firms that we have completed 12 or more projects with over the years. Our relationship with Disney alone has accounted for more than 100 individual projects.

We welcome the opportunity to participate as a part of the project team with the goal of a successful project for all. We bring to the table our technical skill, an enthusiastic outlook and a willingness to do all we can to ensure that the project process is executed in a most professional and timely manner.

The experience we have gained following 20 years of managing, engineering, manufacturing and installing architectural specialties and signage means that we have specific applicable experience regarding every component part of the program we see here. The proposed approach in the RFQ allows us to best contribute our knowledge and experience as part of an equally experienced team with Selbert Perkins Design Collaborative and Brian Spencer of Development Management Group. By establishing a meaningful budget tied to the outlined scope of work and then working together to engineer detailed solutions that fit the budget goals and do not compromise the quality or the aesthetic intent, we are able to bring the best value to the owner.

SCHEMATIC PRICING

Item	Description	Qty	Unit Cost	Extended	Unit Install	Extended	Total	Notes & Category Sub Totals
IDENTIFICATION SIGNS								
A.1-4	Street Gateways - Illuminated	4	42,600.	170,400.	7,500.	30,000.	200,400.	Excludes plantings
A.5	Via Gateway, Block 1	1	3,600.	3,600.	1,300.	1,300.	4,900.	These have no illumination
A.6	Via Gateway, Block 2	1	3,400.	3,400.	1,300.	1,300.	4,700.	These have no illumination
A.7	Via Gateway, Block 5	1	4,700.	4,700.	1,600.	1,600.	6,300.	These have no illumination
A.8	Rockville Town Square ID	1	11,550.	11,550.	3,700.	3,700.	15,250.	Illuminated
A.9	Street ID, mast arm mounted (double panel)	6	1,150.	6,900.	300.	1,800.	8,700.	Alt. Option - hang single panel below
A.10	Street ID, building mounted	4	610.	2,440.	150.	600.	3,040.	
A.11	Drive Through Entrance ID	1	1,200.	1,200.	350.	350.	1,550.	
A.12	Service Entrance ID	3	1,000.	3,000.	350.	1,050.	4,050.	
DIRECTIONAL SIGNS								
B.1	Pedestrian Directional, building mount	3	800.	2,400.	80.	240.	2,640.	
B.2	Pedestrian Directional, freestanding	2	1,820.	3,640.	380.	760.	4,400.	
B.3	Vehicular Directional	15	710.	10,650.	160.	2,400.	13,050.	
INFORMATIONAL SIGNS								
C.1-2	Information Kiosk	2	7,700.	15,400.	1,100.	2,200.	17,600.	
AMENITIES								
D.1	Pavement Engraving (PavEng)-Nature Quote	1	635.	635.	3,015.	3,015.	3,650.	
D.2	PavEng - Fitzgerald Quote A	1	465.	465.	2,260.	2,260.	2,725.	
D.3	PavEng - Fitzgerald Quote B	1	365.	365.	1,825.	1,825.	2,190.	
D.4	PavEng - Alphabets	1	1,015.	1,015.	4,905.	4,905.	5,920.	
D.5	PavEng - Musical Notes	1	1,045.	1,045.	4,905.	4,905.	5,950.	
D.6	PavEng - Math Equation A	1	60.	60.	485.	485.	545.	
D.7	PavEng - Math Equation B	1	60.	60.	485.	485.	545.	
D.8	PavEng - Math Equation C	1	60.	60.	485.	485.	545.	
D.9	PavEng - Math Equation D	1	60.	60.	485.	485.	545.	
D.10	PavEng - Math Equation E	1	60.	60.	485.	485.	545.	
D.11	PavEng - Human Genome	1	400.	400.	3,960.	3,960.	4,360.	
D.12	Pavilion with Fabric Canopy	1	44,600.	44,600.	7,500.	7,500.	52,100.	Excludes plantings - no illumination
								\$ 248,890.
								\$ 17,600.
								\$ 20,090.
								\$ 607,780.

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D.13	Math Sculpture	1	46,800.	46,800.	8,000.	8,000.	54,800.	2 seams only.
D.14	Nature Sculpture	1	43,300.	43,300.	7,100.	7,100.	50,400.	no seams
D.15	Literature Sculpture	1	51,300.	51,300.	8,000.	8,000.	59,300.	2 seams only.
D.16	Window Graphics	1	10,660.	10,660.	3,400.	3,400.	14,060.	Approx. 560 sq.ft.
D.17	Graphic Screens	1	52,750.	52,750.	15,540.	15,540.	68,290.	Excludes plantings and plumbing
D.18	Greenscreen Wall	1	27,910.	27,910.	12,400.	12,400.	40,310.	Excludes light fixtures currently
D.19	Via Graphics, Block 1	1	69,000.	69,000.	16,000.	16,000.	85,000.	Excludes light fixtures currently
D.20	Via Graphics, Block 2	1	64,000.	64,000.	16,000.	16,000.	80,000.	Excludes light fixtures currently
D.21	Via Graphics, Block 5	1	60,000.	60,000.	16,000.	16,000.	76,000.	Excludes light fixtures currently
PARKING								\$ 167,550.
E.1-3	Parking ID Block 5	3	2,700.	8,100.	350.	1,050.	9,150.	Illuminated
E.4	Parking ID Hungerford	1	16,400.	16,400.	2,300.	2,300.	18,700.	Illuminated
E.5	Clearance Bar	12	280.	3,360.	90.	1,080.	4,440.	
E.6	Column Wrap - per column	34	1,260.	42,840.	220.	7,480.	50,320.	Alt option: adjust panel size
E.7	Parking Elevator Flag	18	440.	7,920.	120.	2,160.	10,080.	
E.8	Elevator Bank ID	18	1,180.	21,240.	340.	6,120.	27,360.	
E.9	Elevator Information Panel	18	250.	4,500.	25.	450.	4,950.	
E.10	Handicap Parking ID	22	120.	2,640.	25.	550.	3,190.	Silkscreened Aluminum
E.11	Primary Overhead Directional	12	660.	7,920.	180.	2,160.	10,080.	
E.12	Secondary Overhead Directional	33	460.	15,180.	180.	5,940.	21,120.	
E.13	Exterior Room ID	14	75.	1,050.	25.	350.	1,400.	
E.14	Exterior Stair ID	19	75.	1,425.	25.	475.	1,900.	
E.15	Stop Sign	8	350.	2,800.	120.	960.	3,760.	
E.16	Loading Sign	2	390.	780.	160.	320.	1,100.	
	General Conditions, project coordination, engineering, equipment, etc.						58,500.	
	Permit Allowance						8,000.	Service to sign location
	Electrical Allowance							Actual providing and planting
	Plantings Allowance							Service to location, pipes and drainage
	Plumbing Allowance							
	Taxes							
	TOTALS			849,980.		211,930.	\$ 1,128,410.	

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Request for Qualification
September 25, 2004

III. ACKNOWLEDGEMENT

I/we the undersigned acknowledge the content of this Request for Qualification and agree that unless stated otherwise in our qualification information, agree that if awarded the Environmental Signs and Graphics package Contract for Rockville Town Square, will accept the terms and conditions of this entire package.

Contractor:

By: 

Title: _____

Date: _____

dm

DESIGN COMMUNICATIONS LTD

BOSTON • ORLANDO • NEW YORK

CONTACTS

Mark Andreasson	President
Craig Kutner	Executive Vice President
Harvey Whiteway	Director of Project Development

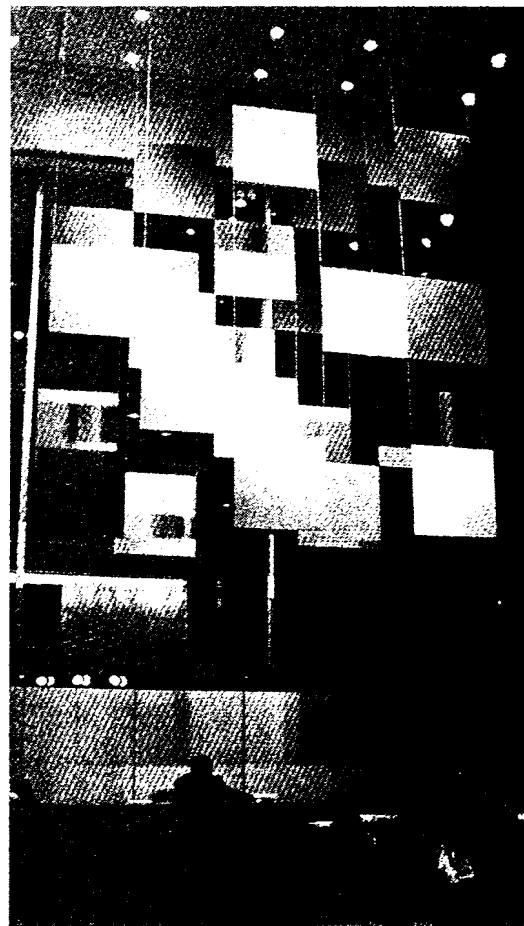
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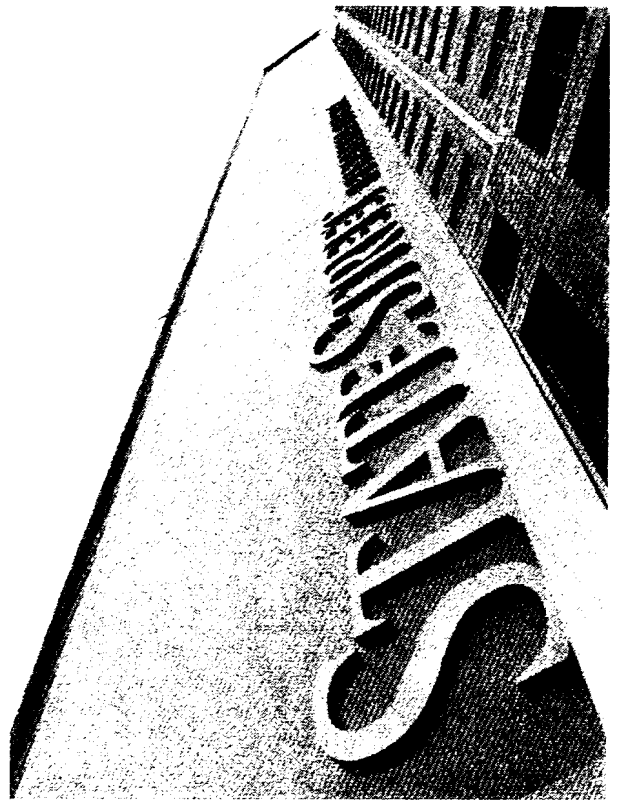
Boston	25 Drydock Avenue, MA 02210	T: 617.542.9620	F: 617.951.0777
Orlando	11229 Astronaut Blvd., FL 32837	T: 407.856.9661	F: 407.856.9617
New York	27 W 24 th St., Suite 804, NY 10010	T: 212.255.3226	F: 212.255.3255

GENERAL INFORMATION

Focus	• Professional management, engineering, fabrication and installation of custom architectural specialty elements and signage.
Projects	• Corporate, hospital, healthcare, university, institutional, hotels, resorts, retail, malls, food courts, themed environments, entertainment, cinemas, arenas, stadiums, airports, parking facilities, museums, aquariums, urban programs.
Size of company	• 110 full time employees
Annual volume	• \$10 Million
Facilities	• 80,000. sq. ft.
Area of service	• Worldwide
Scope of projects	• \$ 25,000.- \$ 5,000,000.
Affiliations	• SEG D, CHA
Services	<ul style="list-style-type: none"> • Pre-construction <ul style="list-style-type: none"> Design engineering CAD services Contract documents Cost analysis • Implementation <ul style="list-style-type: none"> Construction management Project coordination Complete fabrication Installation

Altria
New York, NY
Designer: Landor

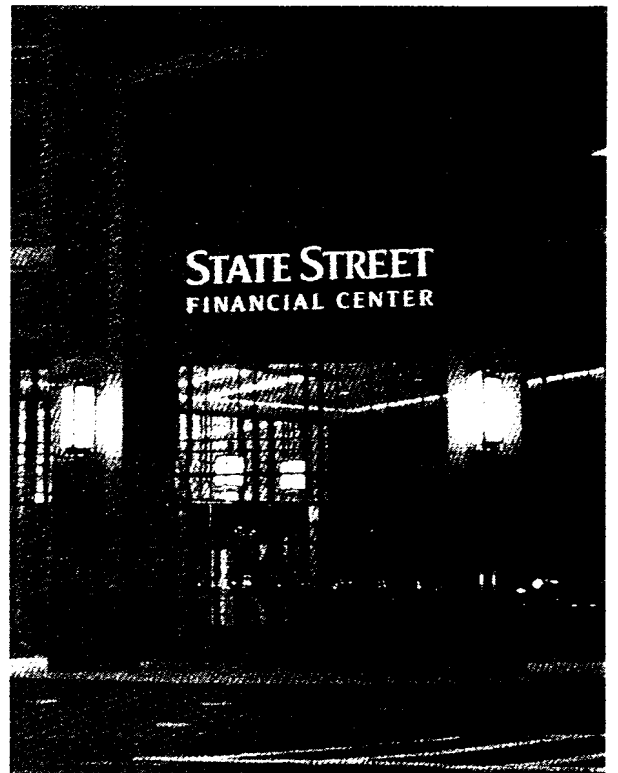




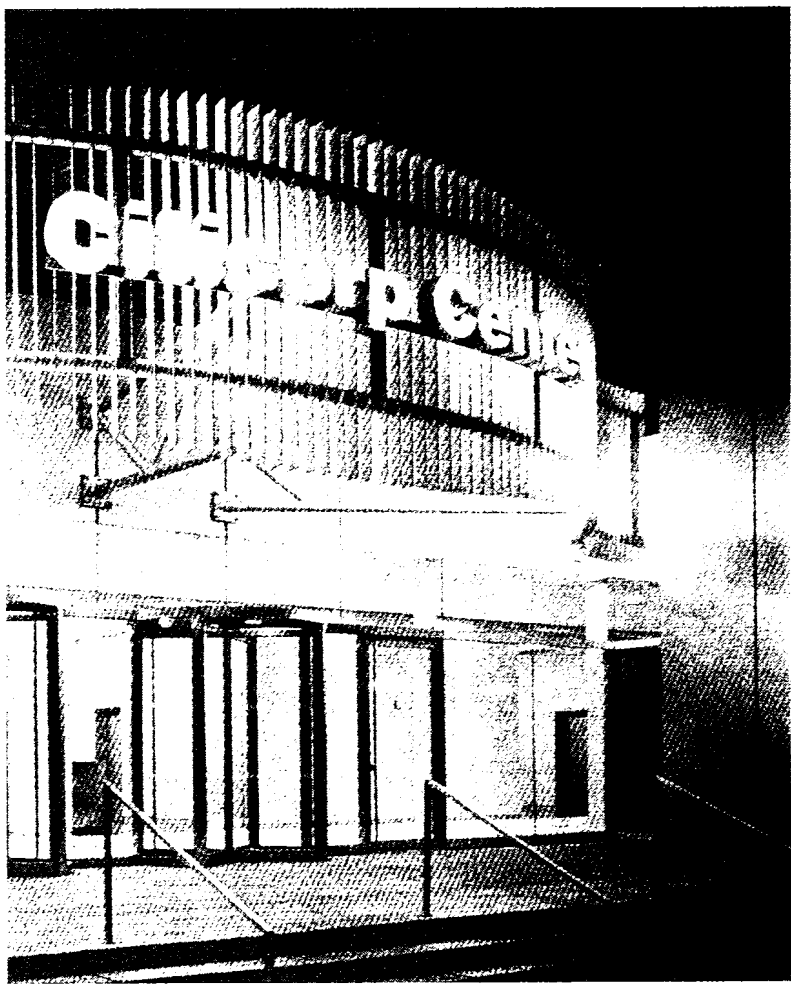
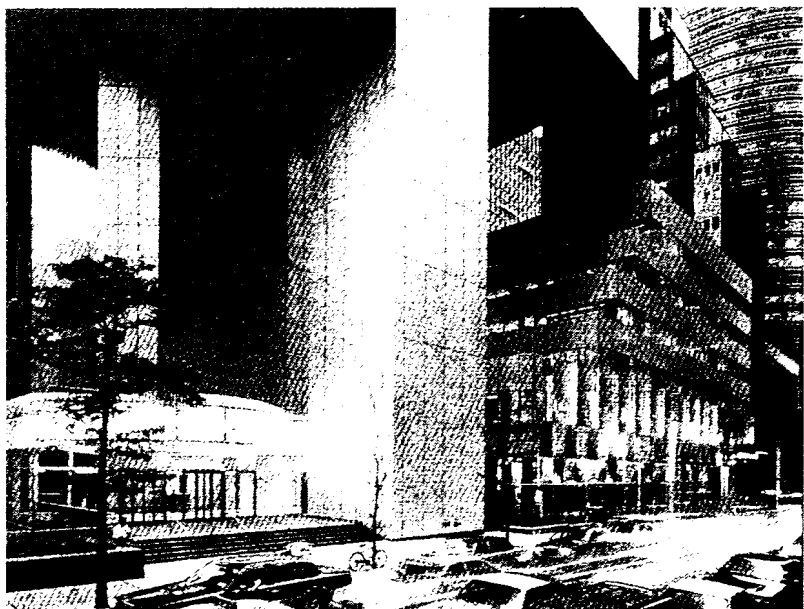
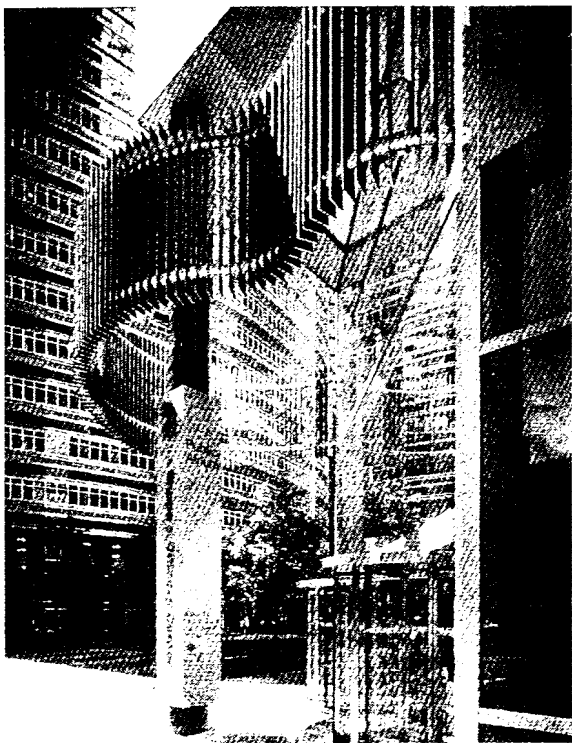
State Street Tower

Boston, MA

Designer: Selbert Perkins Design Collaborative



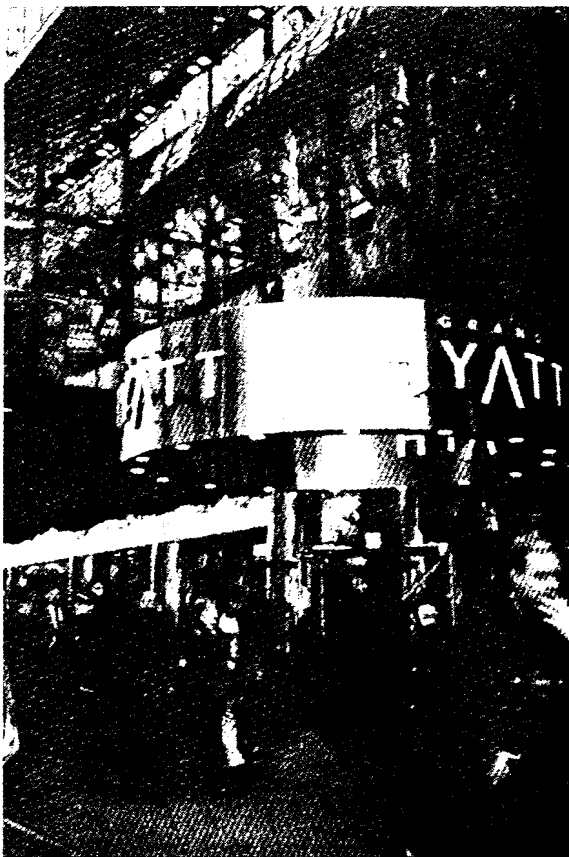
Citicorp Center
New York, NY
Designer: Donovan & Green



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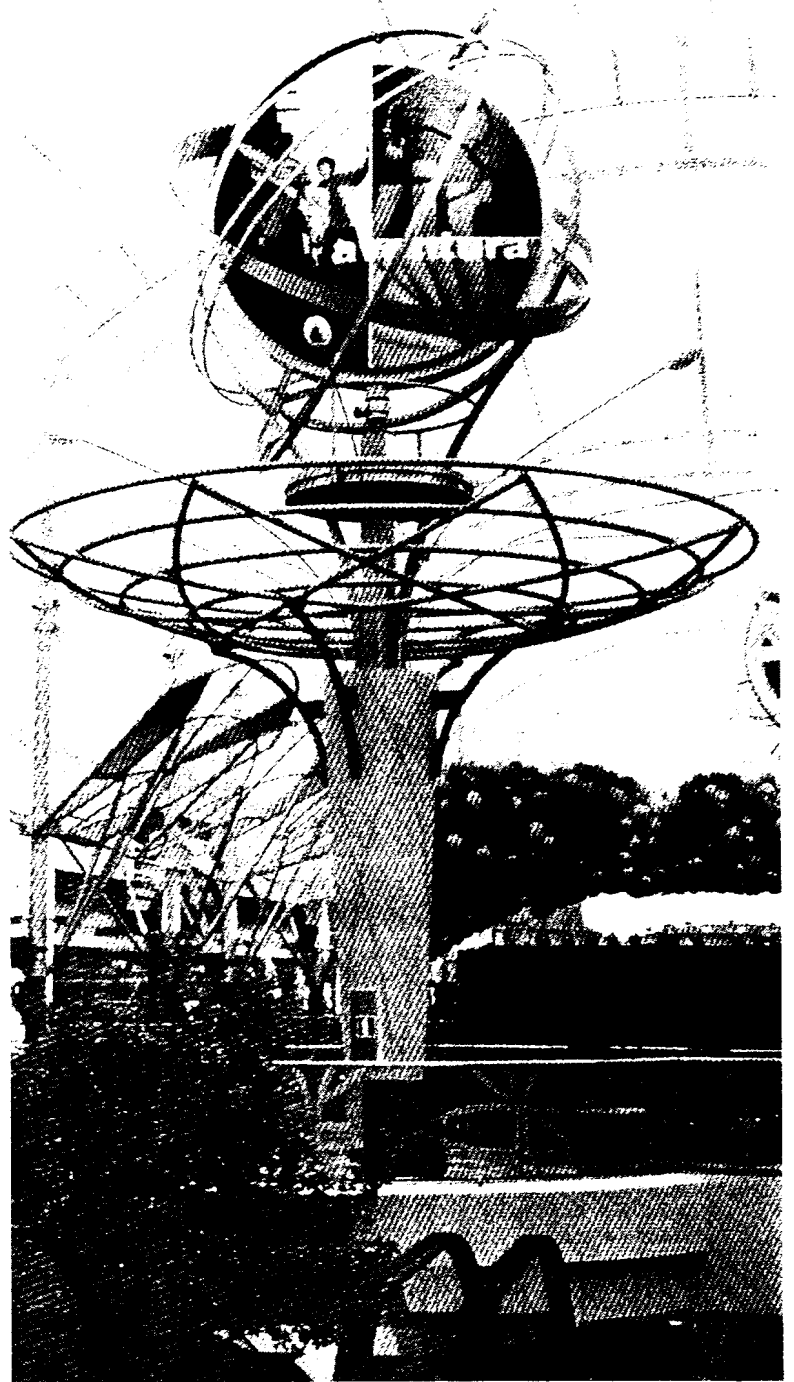
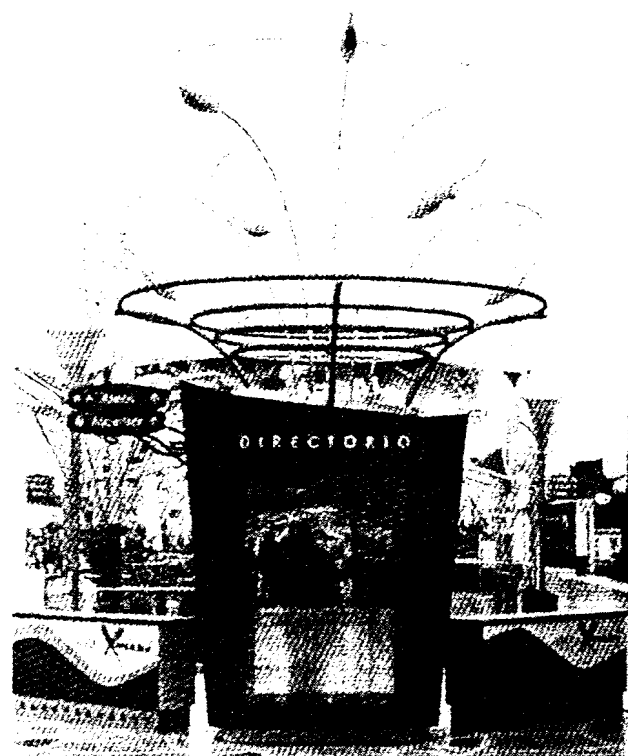
Grand Hyatt Hotel
New York NY
Designer: Poulin + Morris



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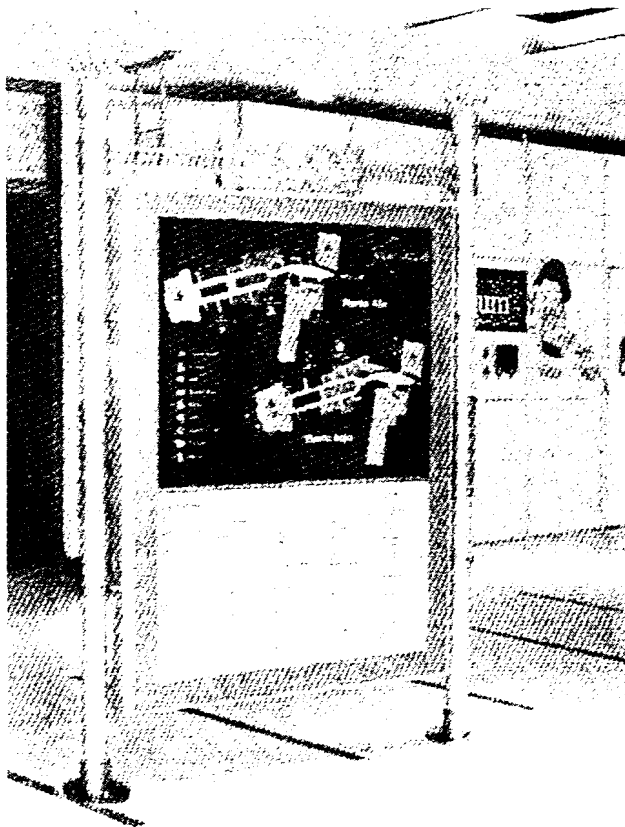
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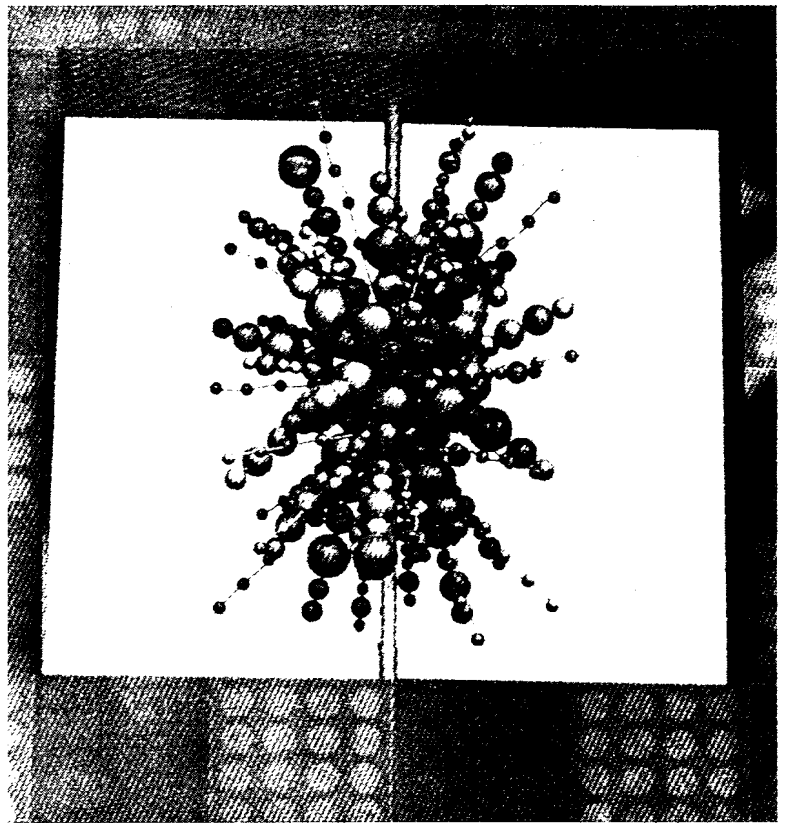


Madrid Xanadú
Madrid, Spain
Designer: Communication Arts, Inc.

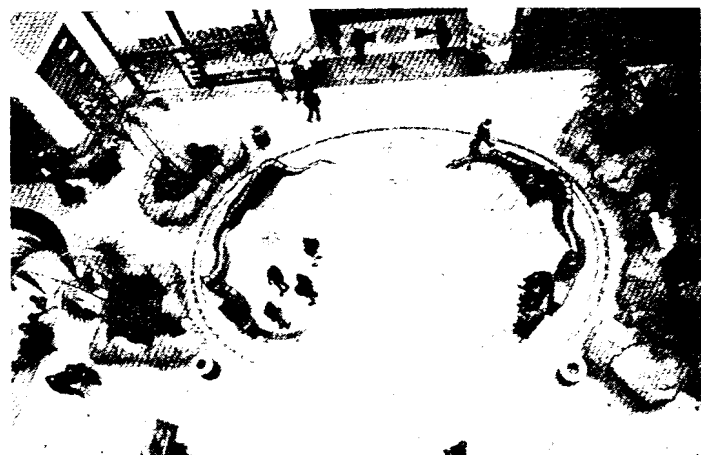
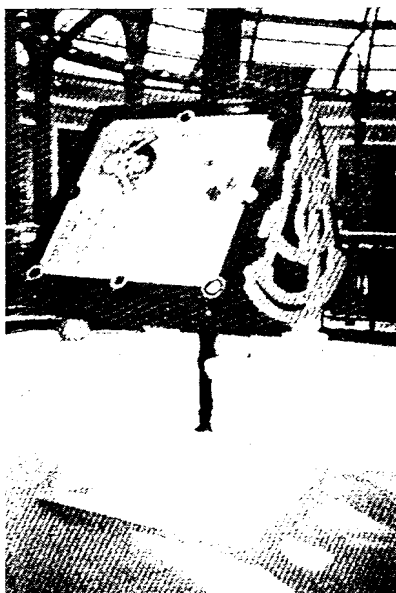
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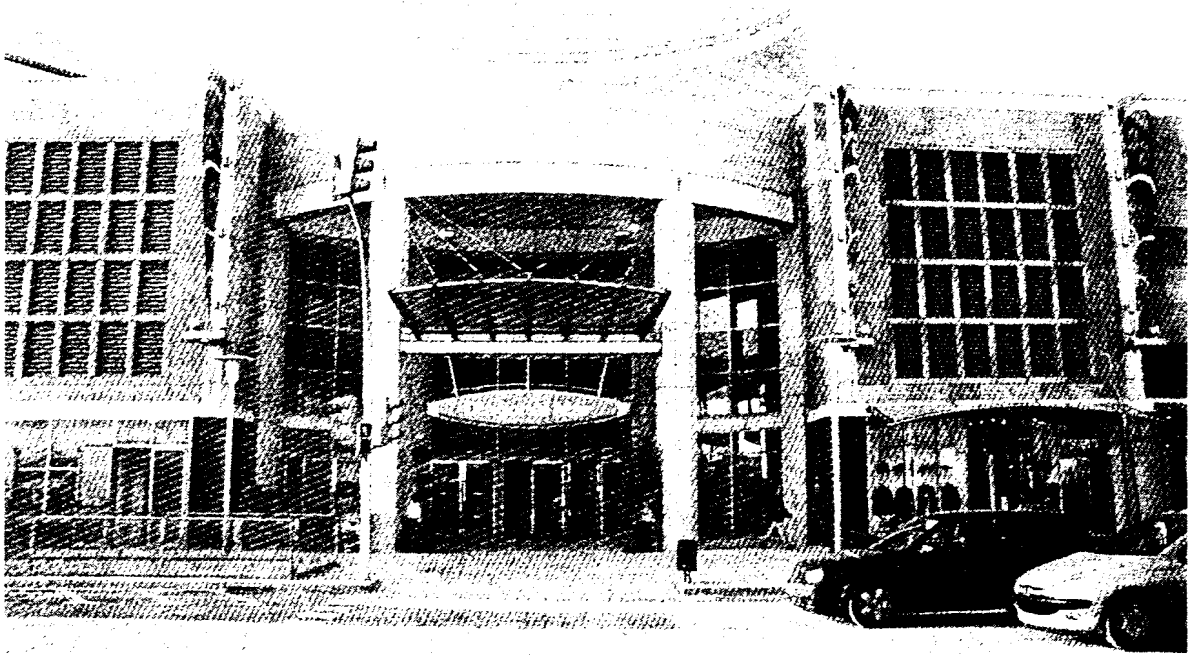
Madrid Xanadú
 Madrid, Spain
 Designer: Kiku Obata & Company



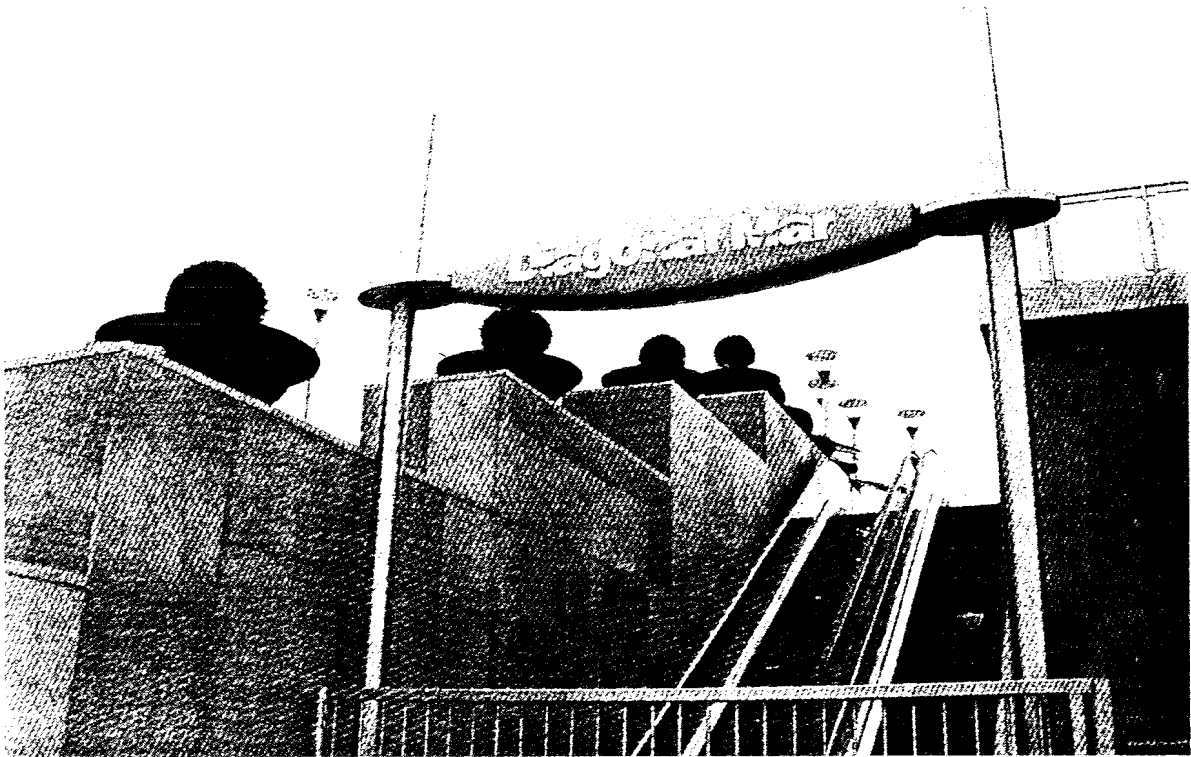
Centro Colombo
Lisbon, Portugal
Designer RTKL



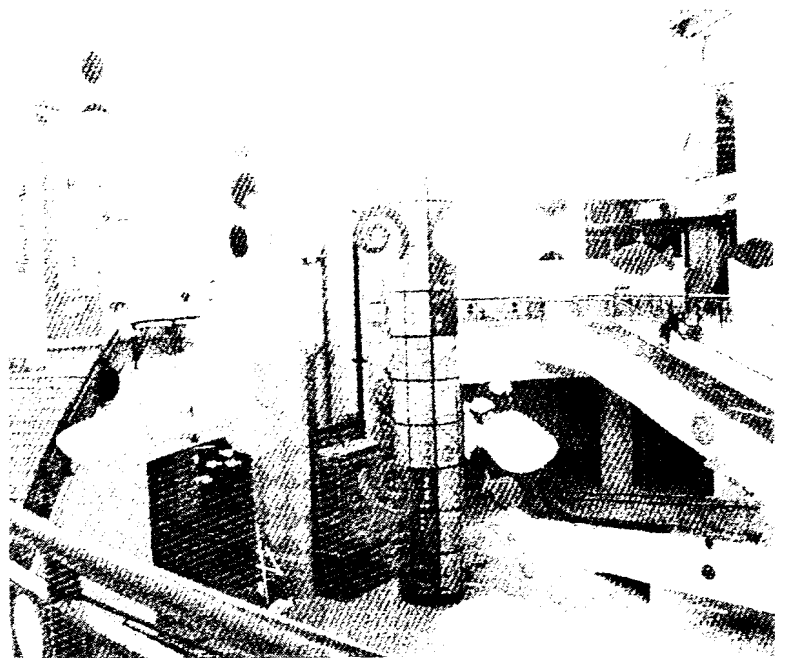
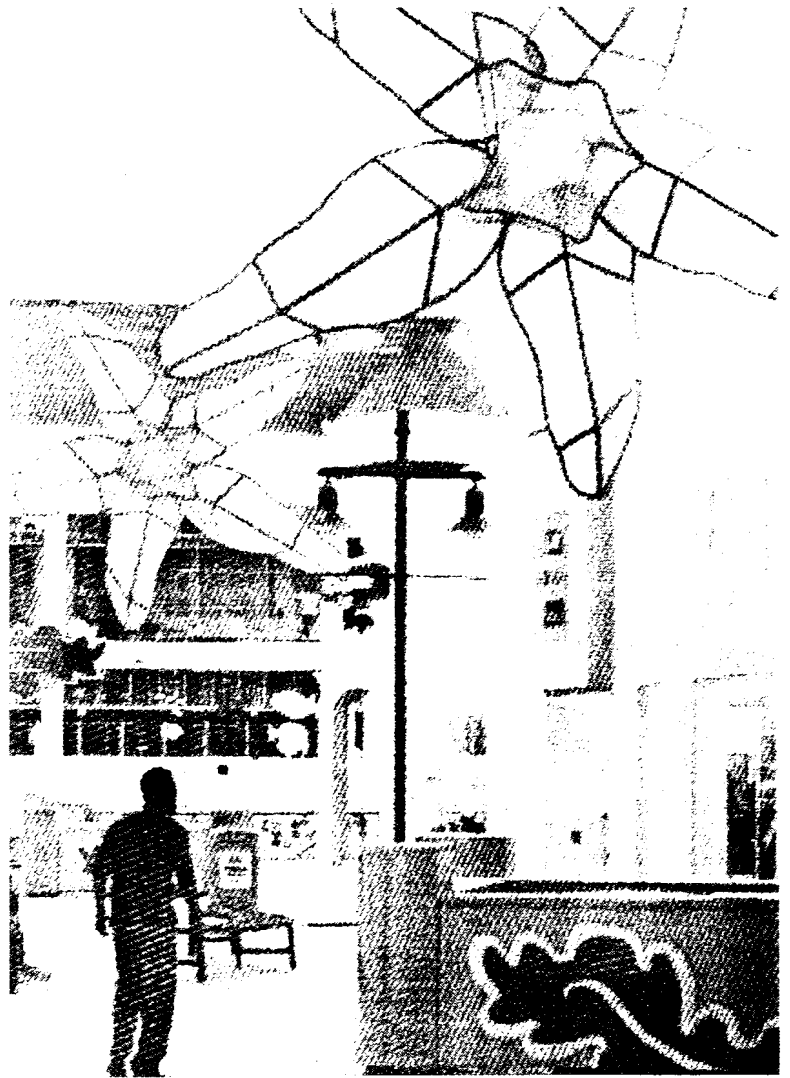
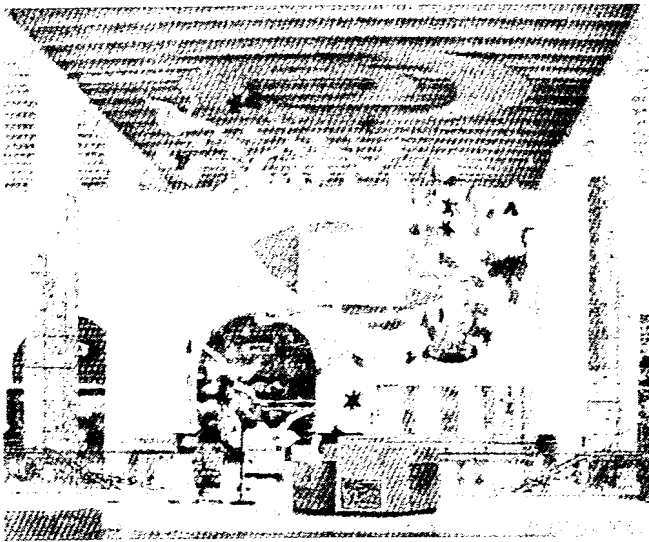
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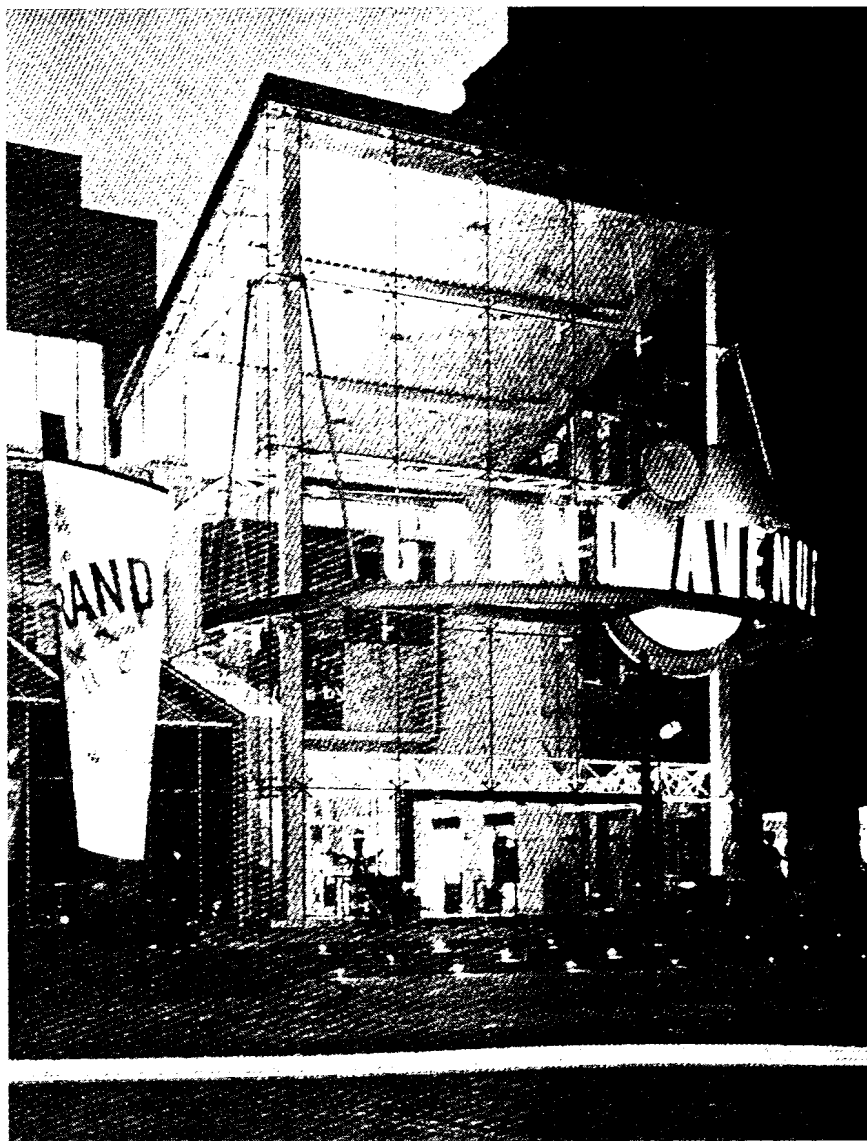
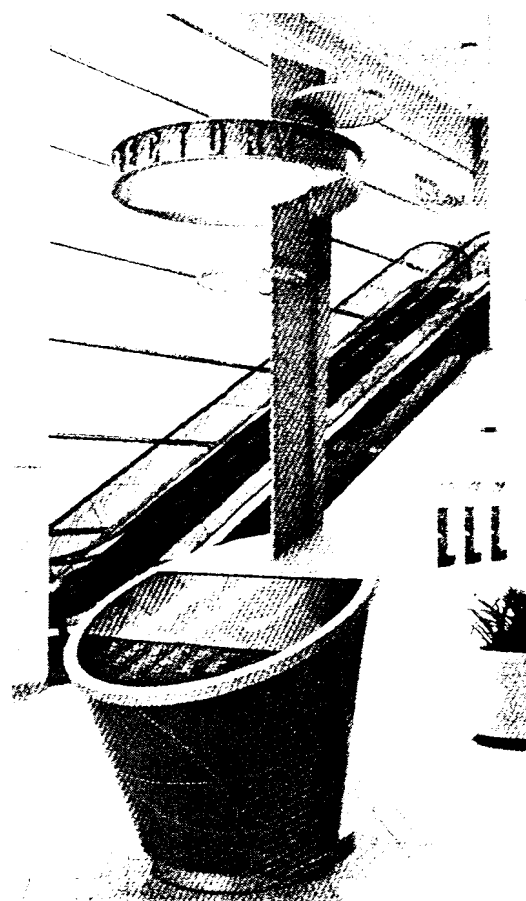
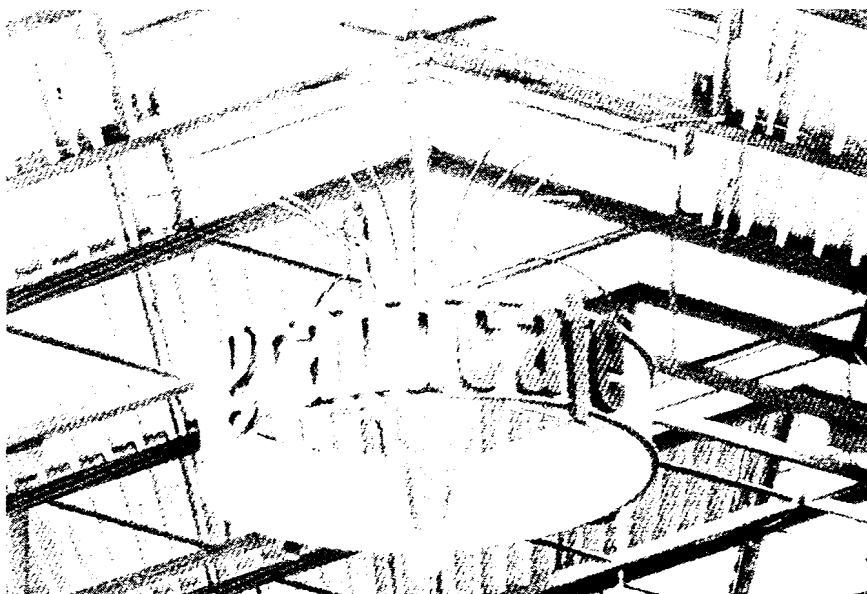
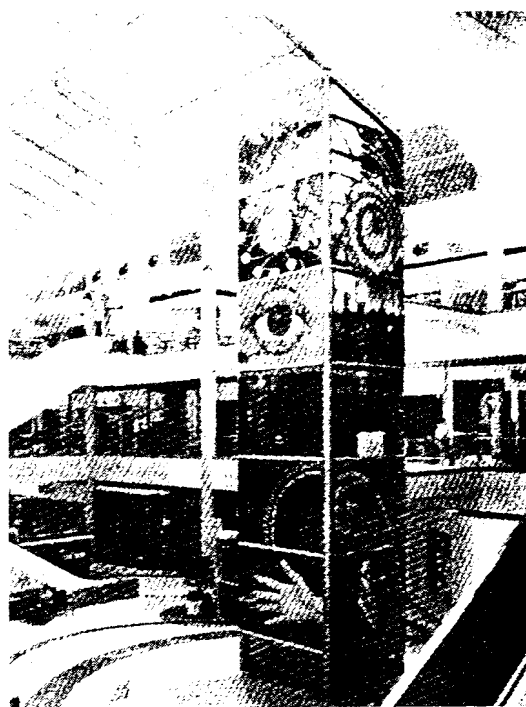
Diagonal Mar
Barcelona, Spain
Design: Communication Arts, Inc.



Mega Centro
Santo Domingo, Dominican Republic
Designer: ID8/RTKL



Grand Avenue
 Milwaukee, WI
 Designer: Kiku Obata & Company

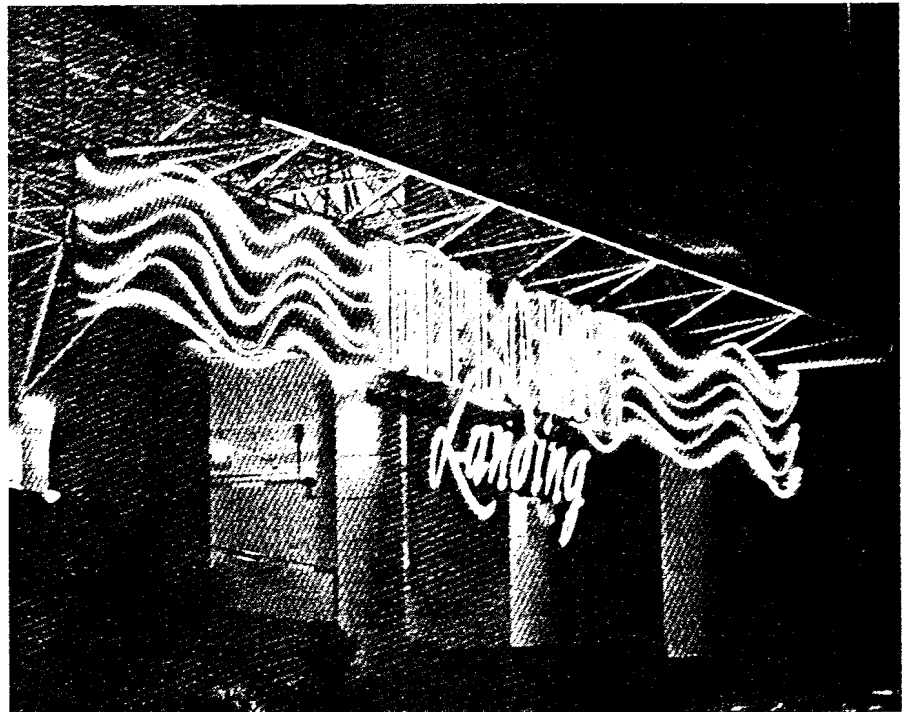
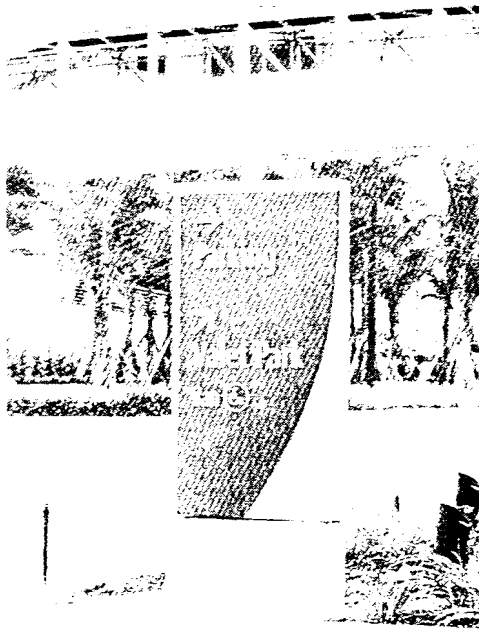


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The Westin Diplomat Resort & Spa
Hollywood, FL
Designer: Liebowitz/Gould

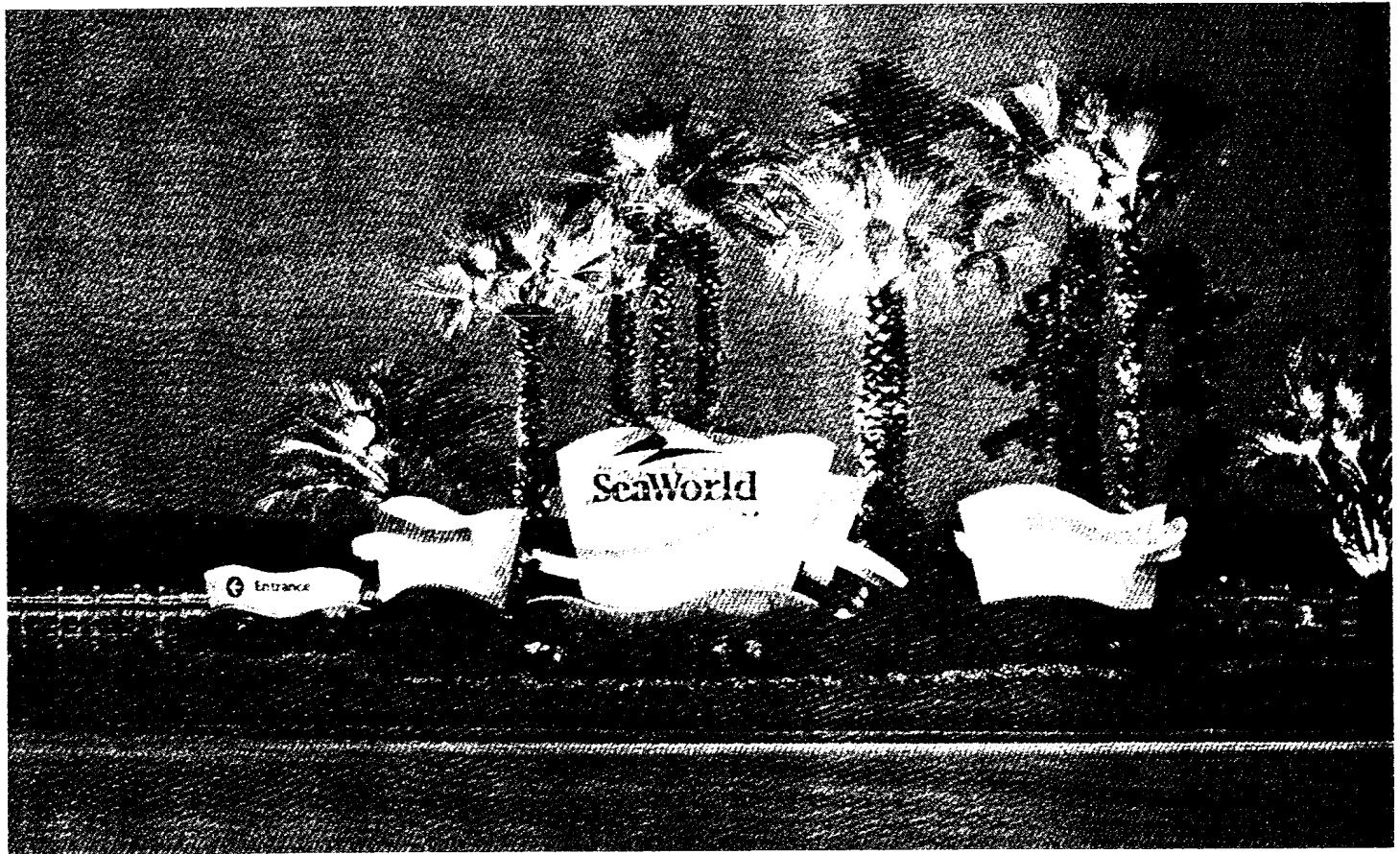
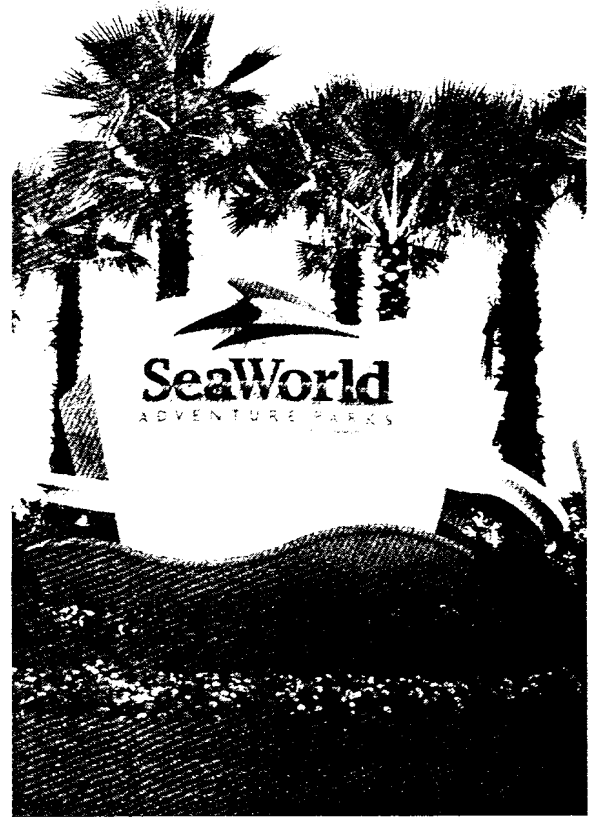
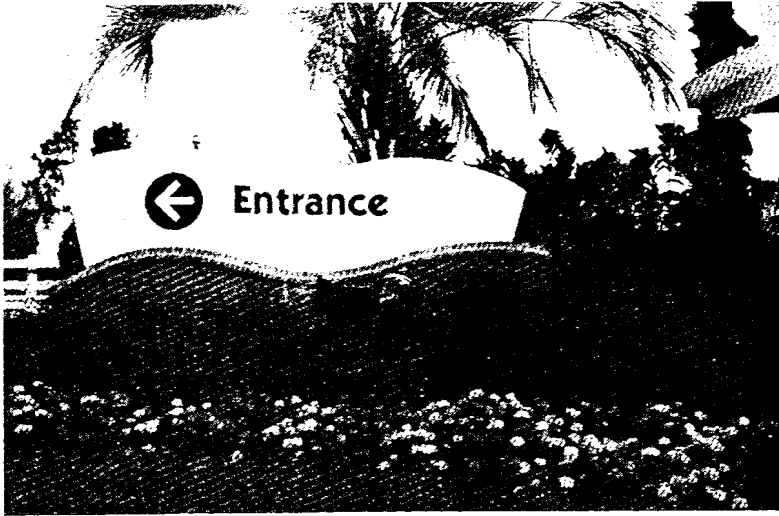
South Pavilion



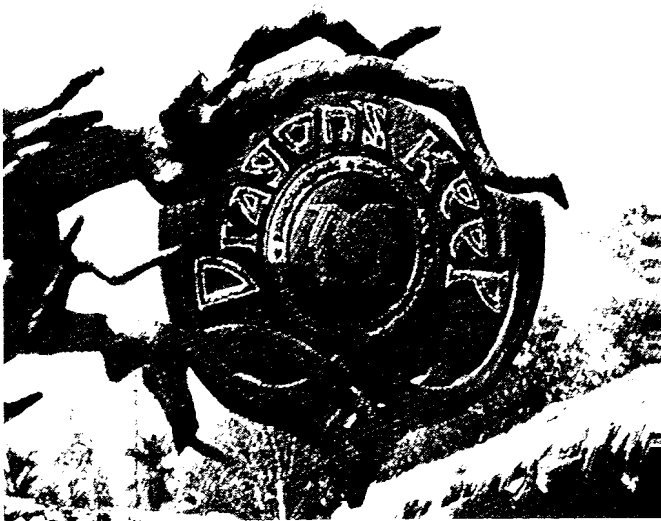
Sea World "Sense of Arrival"

Orlando, FL

Designer: Suzanne Sessions, Inc.

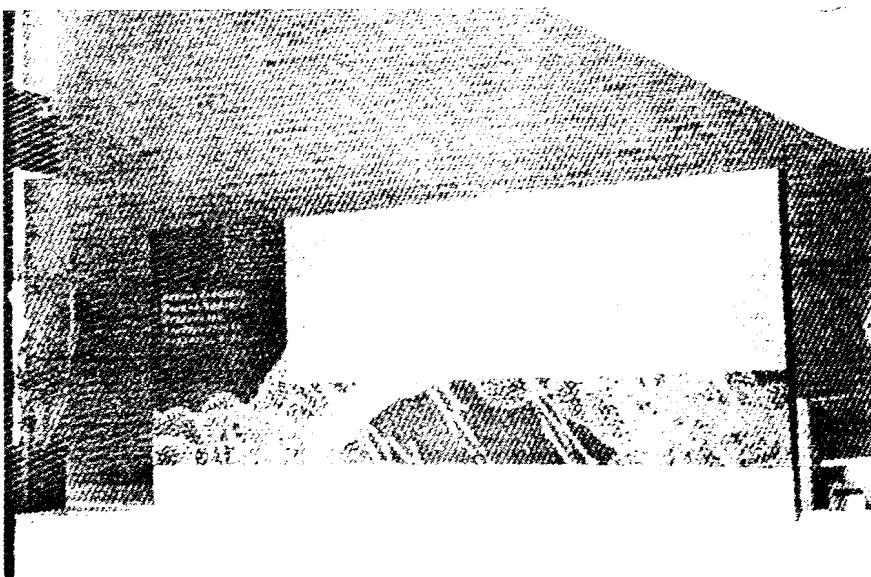
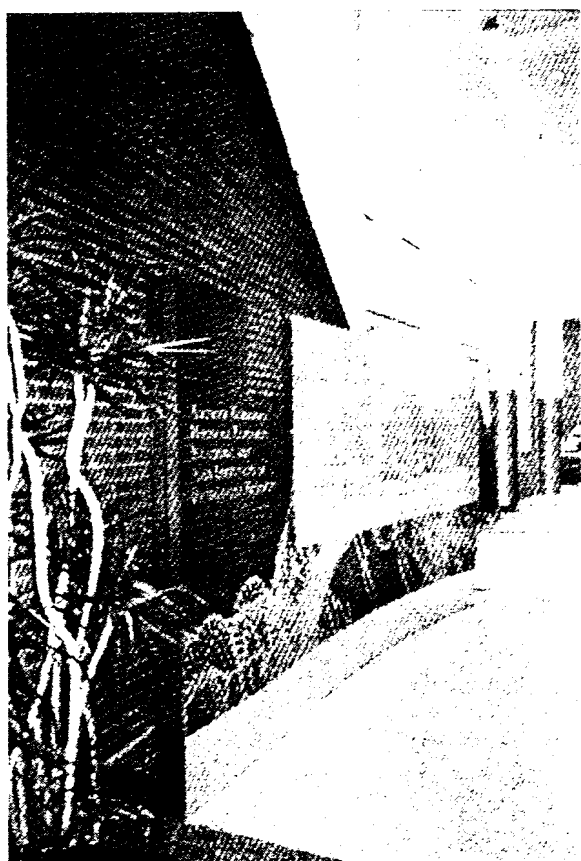
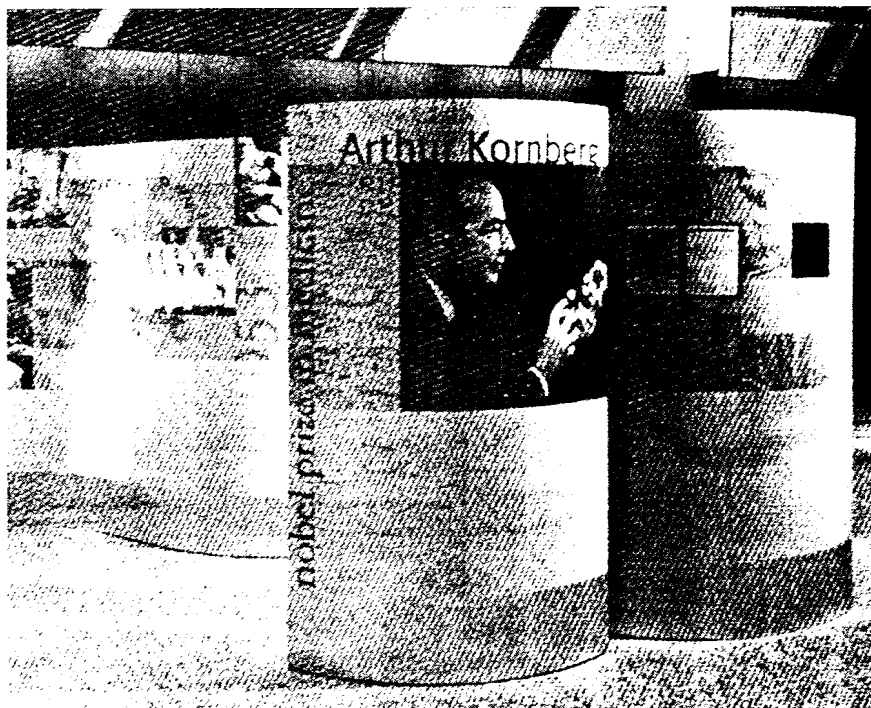
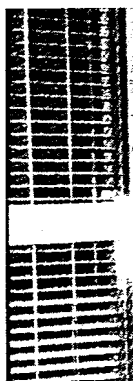


Universal Studios Lost Continent
Orlando, FL
Designer: Universal Studios / David Carter



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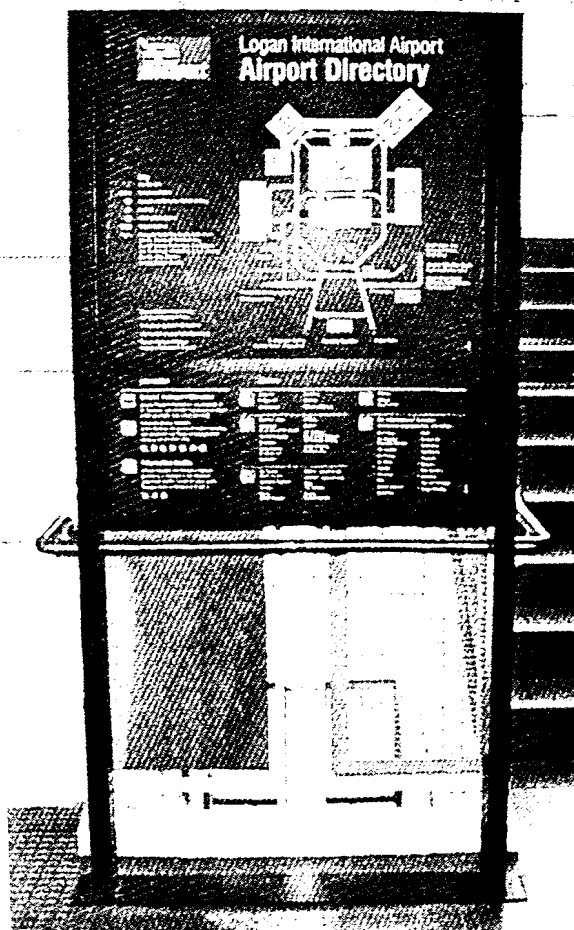
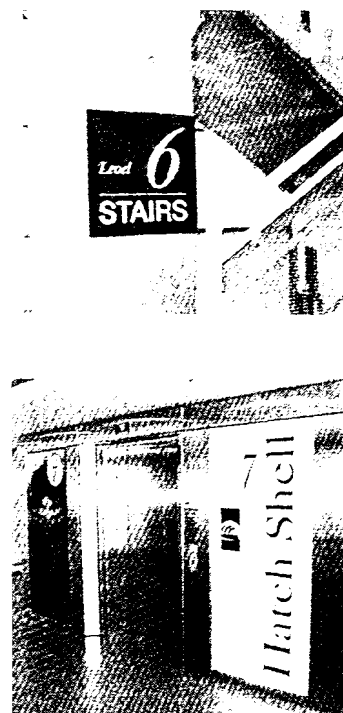
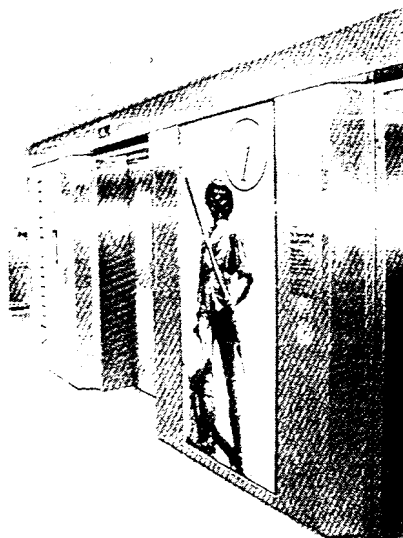
University of Rochester
 Rochester, NY
 Designer: Poulin + Morris



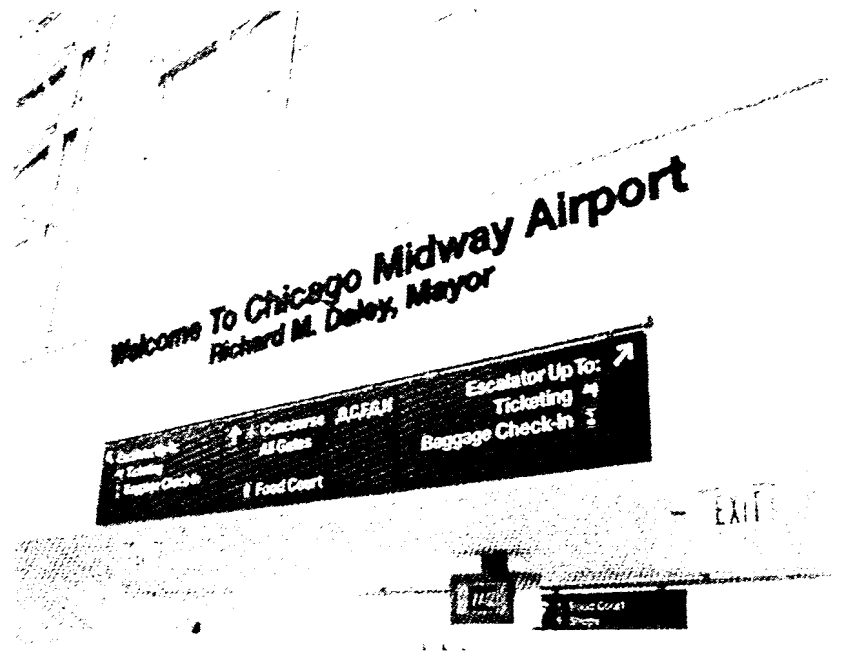
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Logan Airport "West Garage"
 Boston, MA
 Designer: Crag Simon Design



Chicago Midway Airport
Chicago, IL
Designer: Epstein/Carroll/Naughton Associates



Fourth Street Live

Louisville, KY

Designer: Selbert Perkins Design Collaborative

